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## In This Number:

Wheat Congestion at Montreal  
 Proposed Change in Michigan Rates  
 Barley Still Graded "DLQ" a/c Scab  
 Peanut Meal a Good Feed  
 Need Transit on Soy Beans  
 Garnishment of Proceeds of Draft  
 Value from Feed; How to Get It  
 Our Pig Poisoning Barley Shipped to Germany  
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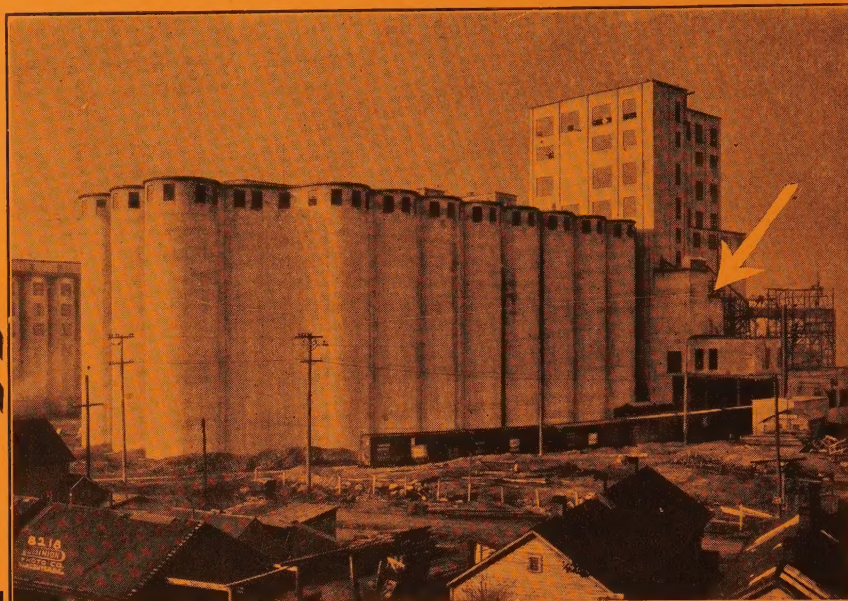
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 Away  
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 Mechanization of Agriculture.  
 Duty to Deliver Telegram  
 Corn Squeeze a Remote Possibility  
 Barley for Export  
 Load 10% Above Marked Capacity for Special  
 Export Rate  
 Loading Cars for Fair Inspection  
 Hastening the Determination of Protein  
 Trade Suffering from Fumigation Ruling  
 Dust Explosion Wrecks Des Moines Elevator



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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

### AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.\*  
Great West Mill & Elevator Co., millers, grain dlsr.\*  
Hardeman-King Co., millers and grain dealers.\*  
Henderson Grain Co., private wires, all markets.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain, seed, feed.\*  
Panhandle Grain Corp., domestic and export grain.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*  
Texas Wheat Growers Association.\*  
Uhlmann Grain Co., export wheat, private wire.

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Chamber of Commerce Members.  
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Corn Exchange Members.  
Lewis Grain Corporation, consignments.\*  
McKillen, Inc., J. G., consignments.\*  
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Sunset Feed & Grain Co., Inc., feed and grain.\*

### CAIRO, ILL.

Board of Trade Members.  
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Wildner-Murrell Grain Co., track buyers grain and seeds.\*

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Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
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Cross, Roy, & Harris, grain commission.\*  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arrive.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

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Cincinnati Grain & Hay Co., recvrs. and shprs.\*  
Cleveland Grain Co., grain merchants.\*  
Cunius Grain Co., commission.\*  
De Molet Grain Co., receivers-shippers.\*  
Early & Daniel Co., recvrs.-shippers, feed mfrs.\*  
Ferguson Bros., Inc., grain, hay, feeds.\*  
Granger & Co., Dan B., hay, grain recvrs.-shprs.\*  
Mutual Commission Co., hay and grain.\*  
Rumsey & Company, commission merchants.\*  
Scholl Grain Co., receivers and shippers.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.  
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Cleveland Grain Co., The, receivers and shippers.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

### DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Finley, W. H., wholesale grain broker.

\*Members Grain Dealers National Association.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Decatur Grain & Elevator Co., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., grain merchants.\*

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kilo dried corn.\*

### DENVER, COLO.

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Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Houlton-Connell Grain Co., wholesale grain.\*

### DES MOINES, IA.

Board of Trade Members.  
Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., grain merchants.\*

### DODGE CITY, KANSAS.

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Isely Lbr. Co., The, C. C., cane seed, wheat, kafir.\*  
Rethorst Grain Co., L. H., cash grain, consignments.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

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Enid Terminal Elevator Co., pub. storage, gr. mchts.\*  
Enid Milling Co., grain merchants, public storage.\*  
Ferguson-Shircliff Grain Co., grain merchants.\*  
Ferquay Grain Co., consignments-merchants.\*  
General Grain Co., terminal elevtr. gr. merchants.\*  
Geis-Price Elevator Co., grain and feed.\*  
Goltry Grain Co., grain merchants.\*  
Hacker Grain Co., A. R., consgmts. brokers, mchts.\*  
Henry Grain Co., John, consgmts., grain merchants.\*  
Johnston, W. B., grain merchants, (terminal elevator.\*  
Pillsbury Flour Mills, milling wheat buyers.\*  
Randels, W. M., grain merchants, consignments.\*  
Robinson Grain Co., grain merchants.\*  
Southwestern Terminal Elevtr. Co., public storage.\*  
Union Equity Exchange, grain merchants.\*

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

### FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.

### FORT MORGAN, COLO.

Lieber Grain Co., export & mlg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consignments.\*  
Claiborne, H. L., mgr. J. S. Bache & Co., futures.\*  
Dorsey Grain Co., strictly brokers, consignments.\*  
Exchange Commission Co., consignments, commission.\*  
Kimball Milling Co., grain merchants, pub. storage.\*  
Mullin Grain Co., P. J., brokerage, consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith-Ingraham Grain Co., domestic, expt. consgmts.\*  
Southwest Grain & Com. Co., brokerage, consgmts.\*  
Tillery Grain & Com. Co., export, bkg. consgmts.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Uhlmann Grain Co., expt., futures, consignments.\*

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., grain exporter.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.\*

### GREEN BAY, WIS.

Green Bay Elevtr. Co., buyers, shippers, mixed cars.

### HOUSTON, TEXAS.

Merchant Exchange Members.  
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South Texas Grain Co., grain & feed.\*

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Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Malbucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### IOLA, KANS.

Cox-Lam Co., Kansas wheat shippers.

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Davis-Hunt Grain Co., consignments, futures.\*  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Ernst Davis Commission Co., consignments.\*  
Lawless Grain Co., consignments.\*  
Lichtig & Co., H., kafir, millo, screenings.\*  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Mid-Continent Grain Co., grain merchants.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scular-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. merchants.\*  
Uhlmann Grain Co., grain merchants.\*  
Uddike Grain Corp., consignments.\*  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

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Ryon Grain Co., grain, beans, produce.\*

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Farmer Co., E. L., brokers, grain and mill feed.\*

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Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

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Scott & Sons Co., O. M., soy beans.

### MEMPHIS, TENN.

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Anderson, Embrey E., grain merchants.\*  
Buxton, E. E., broker and commission merchant.\*

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Chamber of Commerce Members.  
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Kamm Co., P. C., grain shippers.\*

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
McCaull-Dinsmore Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'eats.\*  
Scrieggs Grain Co., grain merchants.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.\*

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Produce Exchange Members.  
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### OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Cowan Grain Co., grain, mill feed, seeds, hay.\*  
General Grain Co., grain merchants.\*  
Hardeman-King Co., millers, grain dealers.\*  
Mid-State Grain Co., The, grain & feed mchts.\*  
Winters Grain Co., grain merchants.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## OMAHA, NEBR.

### Grain Exchange Members.

Butler-Welsh Grain Co., milling wheat and corn.\*  
Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., milling wheat and corn.\*  
Scouler-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*  
Tidewater Grain Co., recvrs., shpr., exporters.\*

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Harper Grain Co., corn a specialty.\*  
Rogers & Co., Geo. E., receivers-shippers.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

\*Members Grain Dealers National Association.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## RANKIN, ILL.

Rankin Grain Co., car lot buyers and shippers.\*

## RIRIE, IDAHO.

Northern Grain Whse. & Mktg. Co., grain merchants.

## ST. JOSEPH, MO.

### Grain Exchange Members.

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Branson Co., Ted, wheat, corn, oats, kafir, hay.\*  
Eberhardt-Simpson Grain Co., mchts. wh. & Coarse gr.\*  
Smoot Grain Co. operate Salina Terminal Elevator.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. C. Martin Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenborden & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

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Southworth & Co., grain and seeds.\*  
Wickenheiser & Co., John, grain receivers, shippers.\*

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Baker Grain Co., The A. F., wheat, corn, oats, kafir.\*  
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Davis-Noland-Merrill Gr. Co., futures.  
Goffe & Carkner, Inc., consignments, futures.  
Jones Grain & Elevator Co., C. E., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Simonds-Shields-Lonsdale Grain Co., gen'l gr. mrchts.  
Smith-McLinden Grain Co., wh., coarse gr., mill feeds.  
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Riverside Flour, Improved (6th Ed.)	12.50
Calpack Code (1923)	10.00

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**

309 So. La Salle St. Chicago, Ill.

**E. W. BAILEY & CO.**

843 Rand-McNally Bldg., CHICAGO

**Commission Merchants**Receivers and Shippers of  
GRAIN, SEEDS, PROVISIONS**CARHART CODE HARWOOD CO.****Grain Commission**

111 W. Jackson St. CHICAGO

**Stratton Grain Company****Grain Merchants**Continental Bank Bldg.  
Chicago, Ill.



Board of Trade Members	<h2 style="margin: 0;">CHICAGO</h2>	Board of Trade Members
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<b>Clement Curtis &amp; Co.</b> The Rookery Bldg., Chicago Members of all principal Exchanges. Private wire service to all leading cities in this country.	<b>Rosenbaum Grain Corporation</b> POSTAL TELEGRAPH BUILDING Cash and Futures    CHICAGO, ILLINOIS    Private Wires
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Grain and Hay Exchange Members	<h2 style="margin: 0;">PITTSBURGH</h2>	Grain and Hay Exchange Members
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<b>Geo. E. Rogers &amp; Co.</b> WABASH BUILDING PITTSBURGH, PA.	RECEIVERS—SHIPPERS GRAIN—HAY MILLFEED—FLOUR	<b>SAMUEL WALTON CO.</b> <i>Established 40 Years</i> RECEIVERS AND SHIPPERS <b>Grain, Hay, Straw and Feed</b> Empire Building, PITTSBURGH, PA.
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<b>PICKER &amp; BEARDSLEY COMMISSION CO.</b> <i>"THE CONSIGNMENT HOUSE OF ST. LOUIS"</i> GRAIN, HAY, GRASS SEEDS, KAFIR, MILO 125 MERCHANTS EXCHANGE BLDG.    ST. LOUIS, MO.	<b>Nanson Commission Co.</b> <b>GRAIN, HAY and SEEDS</b> 202 Merchants Exchange Bldg., ST. LOUIS, MO.
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<b>LANGENBERG BROS. GRAIN CO.</b> St. Louis Established 1877    New Orleans	We surely like to read the Grain Dealers Journal.—Delmar Marshall, Manager, Farmers Co-operative Grain & Supply Co., Rocky, Okla.
--	---

Board of Trade Members	<h2 style="margin: 0;">PEORIA</h2>	Board of Trade Members
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<b>P. B. and C. C. Miles</b> Established - 1875 Incorporated - 1910	Peoria, Illinois Handling Grain on Commission Our Specialty	<b>Turner-Hudnut Company</b> Receivers <b>GRAIN</b> Shippers 42-47 Board of Trade
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<b>Rumsey, Moore &amp; Co.</b> <i>Solicits Your Consignments</i> Board of Trade    Peoria, Ill.	<b>W. W. DEWEY &amp; SONS</b> <b>COMMISSION MERCHANTS</b> 33-35 Board of Trade    PEORIA, ILL.	There is no better time to advertise than the present. Better start before your competitor writes the JOURNAL today.
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**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



Corn Exchange  
Members**BUFFALO**Corn Exchange  
Members

Send your consignments to  
**Seymour-Wood Grain Co.**  
BUFFALO, N. Y.

**J. G. McKILLEN, INC.**  
RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

"All Your Needs in Grain and Feeds"  
**SUNSET FEED AND GRAIN CO. Inc.**  
Chamber of Commerce :- Buffalo, N. Y.  
CONSIGNMENTS SOLICITED

Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members**SIMONDS-SHIELDS-LONSDALE GRAIN CO.**

Kansas City, Mo.

*Specializing in Southwestern Corn*

Wire Us for Prices

Capacity 5,500,000 Bushels

**DAVIS-NOLAND-MERRILL GRAIN CO.**Board of Trade  
Kansas City, Mo.

Operating  
**SANTA FE ELEVATOR "A"**  
6 000,000 Bushels  
Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

**WOLCOTT & LINCOLN**

Incorporated  
Operating Alton Elevator  
**CONSIGNMENTS**

Future orders executed in all markets  
801-810 Board of Trade, Kansas City  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Dodge City, Kans.

WHEAT  
and  
OATS**NORRIS GRAIN CO.**

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY

**CONSIGN**  
ERNST-DAVIS COM. CO.  
Kansas City

**A. C. DAVIS GRAIN CO.**  
Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.



We Solicit Your Consignments

**Lawless Grain Co.**

836-39 Board of Trade  
Kansas City, Mo.

**Scoular-Bishop Grain Co.**

Kansas City

*Consignments*

Omaha

**UHLMANN GRAIN CO.**

Board of Trade - - Kansas City  
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Operators of Katy Elevator, 2,300,000  
bushels capacity, at Kansas City

A Service of 51 Years Handling Consignments and Futures

**B. C. CHRISTOPHER & COMPANY**

200-206 Board of Trade, KANSAS CITY, MO.

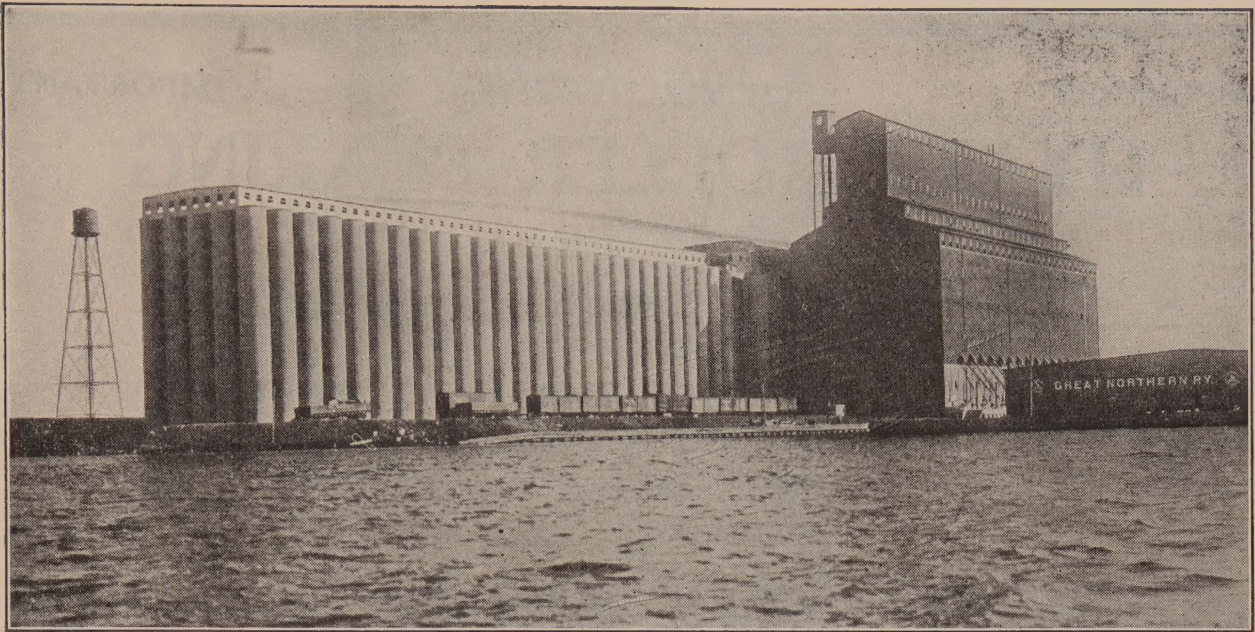
BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Dodge City, Liberal, Topeka, Independence, Concordia, Atchison, Hays, Kansas.  
St. Joseph, Springfield, Sedalia, Joplin, Mo. Hastings, Nebr. Burlington, Colo.

**SHANNON GRAIN COMPANY**  
CONSIGNMENTS

1124 Board of Trade  
KANSAS CITY, MO.

I surely like all of the Journal. It is a great help to the grain trade.—James J. Lambrecht, mgr., Farmers' Union Co-op. Ass'n, Cowles, Neb.





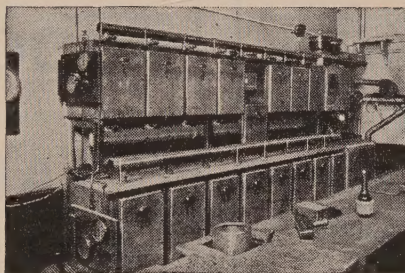
The Great Northern Elevators, X, S, and Annex, at Superior, Wisconsin. Barnett and Record, Minneapolis, designers and builders. Goodrich Grain Belts in service in this elevator are ten, twenty, and twenty-eight years old—and still going strong

# Goodrich science adds years to the length of life of grain belts

**G**OODRICH grain belts reduce annual costs from 50 to 75 percent. The reason for this drastic economy feature lies in the special friction rubber, developed by Goodrich laboratories.

The need for special friction rubber lies in the nature of the service a grain belt is called upon to perform. The acid test of a grain belt lies in how long it keeps its life, how long it holds together, how long it keeps its waterproofness, and how it behaves under changing climatic conditions.

Goodrich science, therefore, was faced with a problem of making a belt that would last far longer than the ordinary belt,—longer, indeed, than is normally considered the lifetime of a belt. Special testing apparatus was produced. From these years of research came a belt that proves its economy by giving ten, fifteen, twenty, and in some cases, even twenty-eight, years of continuous service, in some of the most notable installations in the country.



*How Goodrich Friction Rubber is tested for aging*

Photo shows "life ovens" in Goodrich laboratory. By fine adjustment of atmospheric conditions in heated chambers, samples of belt friction rubber, within a period of seven weeks, are subjected to approximately the same deteriorating influence that would result from 20 years of normal aging and oxidation

## CARIGRAIN

*for horizontal belt conveyors*

Extremely pliable under all temperatures—an easy belt to install. Cover retains waterproofness for years—especially important in tunnel conveyors. No shrinking or lengthening under changing humidities.

## LEGRAIN

*bucket belt for grain legs*


Heavy duck resists tendency of bucket belts to pull. Holds together through long term of years. If desired, LEGRAIN belts can be provided with a rubber cover for use in bleacher leg service.

We will gladly send additional information on Goodrich grain belting. Write for catalogue 2700 to The B. F. Goodrich Rubber Company, Est. 1870, Akron, Ohio (in the West, Pacific Goodrich Rubber Co., Los Angeles, Cal.) or fill in the coupon below.

THE B. F. GOODRICH RUBBER CO. GDJ-6  
Akron, Ohio (in the West, Pacific Goodrich Rubber Co., Los Angeles, Cal.).

Gentlemen: Please send me, without obligation to myself, catalogue 2700, on CARIGRAIN and LEGRAIN grain belting.

Name \_\_\_\_\_  
Firm Name \_\_\_\_\_  
Address \_\_\_\_\_  
Kind of service \_\_\_\_\_

  
**Goodrich**



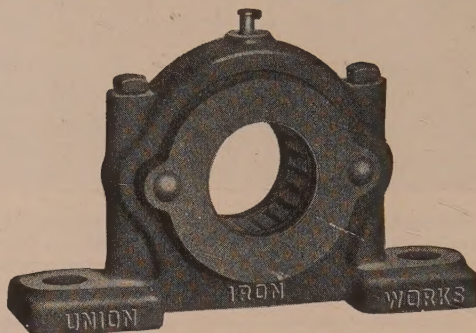
IMPORTANT

ANNOUNCING

IMPORTANT

# HYATT ROLLER BEARING

## WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT

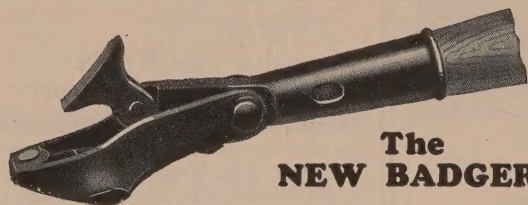


HYATT ROLLER BEARING  
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

**UNION IRON WORKS, DECATUR, ILL.**

## *The safe one-man Car Mover*



**The  
NEW BADGER**

It is a combination of powerful leverages that enables one man to move the heaviest cars with a minimum of effort with the NEW BADGER.

Our No. 2 New Badger HEAVY DUTY model is made with an electric STEEL shoe—fully guaranteed for one year.

Every elevator should be equipped with our new HEAVY DUTY model.

**ADVANCE CAR MOVER COMPANY, INC.**  
APPLETON - WISCONSIN

## ACCOUNTBOOKS FOR GRAIN DEALERS

**GRAIN RECEIVING BOOK Form 12 AA** is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8¼x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

**GRAIN SHIPPING BOOK Form 14 AA** is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

**COMPLETE SET FOR \$6.50**

**GRAIN DEALERS JOURNAL**

309 So. La Salle Street, Chicago.





This view shows dust being poured into an F-M Self-cleaning Motor. Notice how the dust is positively expelled by the patented air-cleaning fan—an exclusive Fairbanks-Morse construction. This motor can be used in the dustiest of drives because it is self-cleaning and fire-safe. No breather or vent piping is necessary.

Approved by the  
MUTUAL FIRE PREVENTION  
BUREAU

# Out goes dust!

—and with it expense and fire risk

Here's a motor that you can install safely in the dustiest drive in your mill or elevator. It is the Fairbanks-Morse Type HAC—needs no breather and vent piping—gives closed motor protection—and the convenience and efficiency of a standard open type motor.

Dust is positively expelled by a patented, specially designed fan. Clean air *only* is forced in a stream-like blast around the spun copper shields which enclose the windings . . . . no possibility of dust packing in

around the shield . . . . no possibility of lowered cooling efficiency.

F-M Type HAC motors are self-ventilating, self-cleaning, positive cooling, fire-safe and absolutely dependable. Think what this means! Fire protection—installation economy—freedom from bothersome piping.

You can get this economy, protection and efficiency *only* in F-M motors. Let us send complete information before you make new installations or replacements.

FAIRBANKS, MORSE & CO.

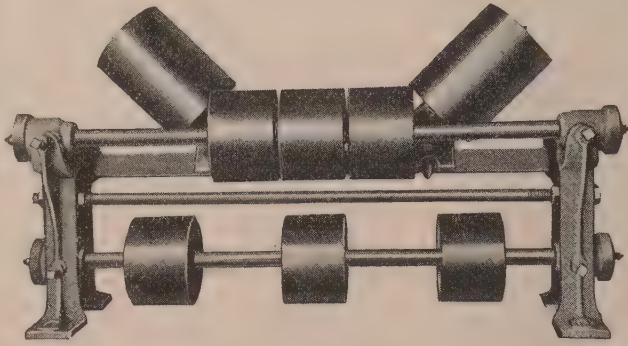
900 S. Wabash Ave., Chicago

32 branches at your service throughout the United States

# FAIRBANKS-MORSE MOTORS



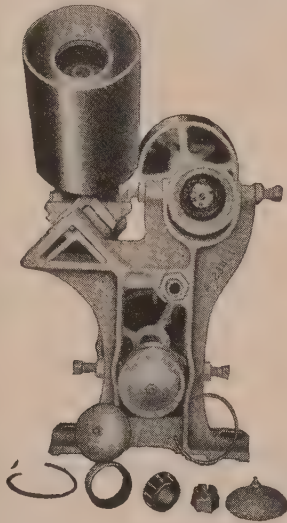




## CONVEYING EQUIPMENT

Equipped with

## TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

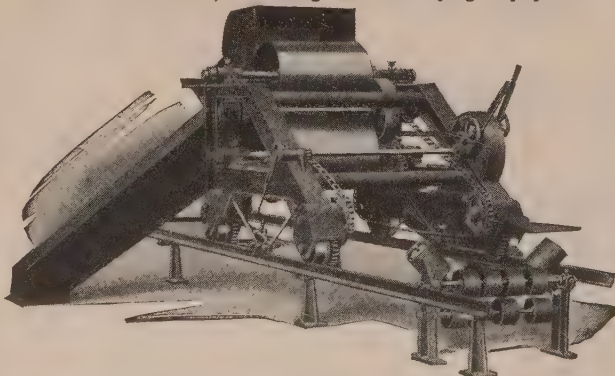
## "EHR SAM"

### Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

**J. B. Ehrsam & Sons Mfg. Co.**  
ENTERPRISE, KANSAS

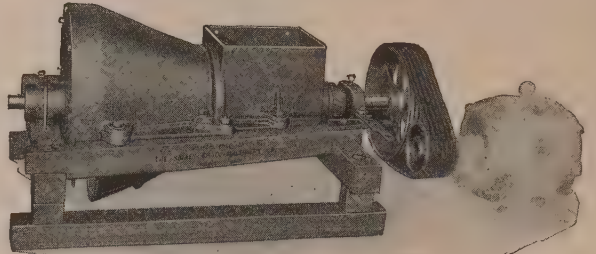
Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

## Sidney Corn Shellers

*Hyatt Equipped*



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature

**The Sidney Grain Machinery Co.**  
Sidney, Ohio

*Complete Equipment for Grain Elevators and Feed Mills*

## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

**SOLVE THIS PROBLEM**

Prevent Leakage of Grain In Transit

**NO WASTE - EFFECTIVE  
INEXPENSIVE - EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars  
Inquiries for Details Invited.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville—Indiana

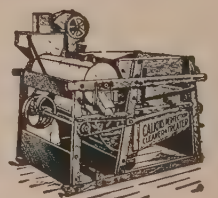
Canadian Plant At Woodstock, Ont.

## SMUTTY GRAIN SPOILS PROFITS LOW YIELDS Reduce Prosperity

SMUT is absolutely eliminated and yields increased 2 to 5 bushels where seed is prepared with a

**CALKINS HEAVY DUTY**

combined cleaner, grader and treater. You are a community leader. Get the facts. Prices and descriptive literature on request.

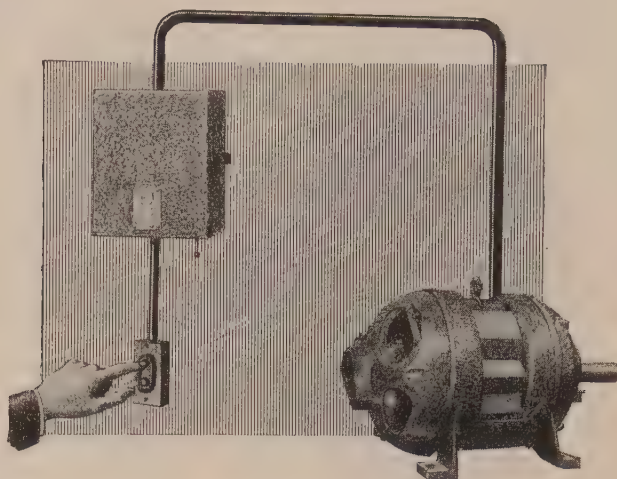


**CALKINS MFG. CO.** Hutchinson, Kans  
Spokane, Wash.





Westinghouse  
LINESTARTERS  
have the NEW



## DEION Arc Quencher

**T**URNING the blinding arc-flash of an interrupted current into a mere glow, gives a longer lived, safer, more reliable motor-starter. The new Westinghouse Deion Line-starter does this.

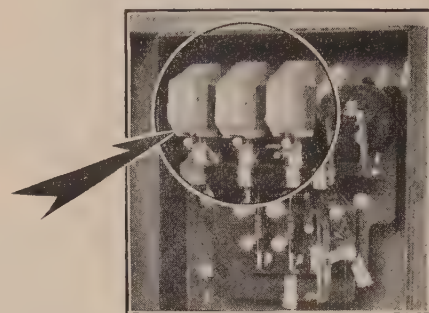
One 75-ampere contactor, equipped with the Westinghouse Deion Arc Quencher, interrupted a short circuit current of 2500 amperes—successfully, repeatedly. More than three thousand percent of its rating!

A 7½-hp. Linestarter with the Westinghouse Deion

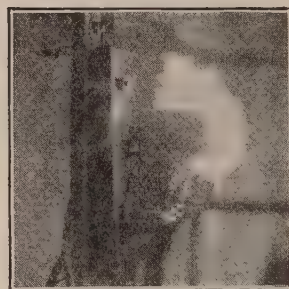
Arc Quencher performed 50 operations on a locked rotor 25-hp. motor after having performed 50 times on a 20-hp. motor, a 15-hp. motor and a 7½-hp. motor—50 times on each and all with locked rotor!

These, of course, were tests, but they indicate the factor of safety that is built into the Westinghouse Deion Linestarter.

Linestarters are made in sizes and types for across-the-line starting of motors from ¼ to 50 horsepower. All have the Westinghouse Deion Arc Quencher.



Interrupting a current of 320 amperes, 450 volts with the standard magnetic blowout—



and—

with the Westinghouse Deion Arc Quencher



*A nation-wide chain of well-equipped and efficiently-manned Service Shops bring factory service within over-night shipping distance of every purchaser of Westinghouse products.*

WESTINGHOUSE ELECTRIC & MANUFACTURING COMPANY  
EAST PITTSBURGH PENNSYLVANIA  
SALES OFFICES AND SERVICE SHOPS IN ALL PRINCIPAL CITIES

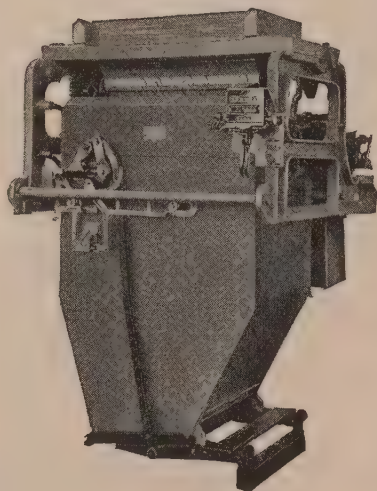
# Westinghouse

T 30701





# Install the Richardson All-Automatic Grain Shipping Scale



for efficient loading and accurate weighing

Every car load shipment of wheat, corn, or oats weighed over a **Richardson** is weighed accurately. No poises to be set back to zero. No adding up and writing down of totals to invite mistakes. No time lost.

Load the car and print the weight. Then in the event of loss through leakage, theft, or accident, **you are protected** and have proof of the loading weight.

Remember, the Richardson Automatic Scale costs least to install, costs least to operate, and has the lowest maintenance costs.

## RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

WICHITA

BOSTON

OMAHA

GULFPORT

PITTSBURGH

CHICAGO

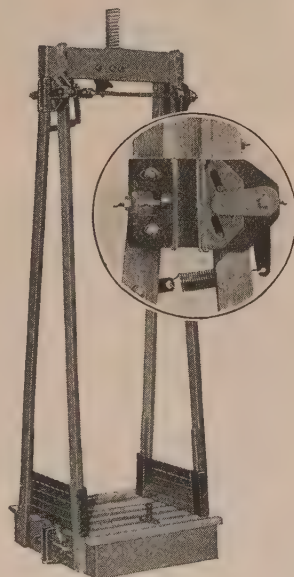
LOS ANGELES

MINNEAPOLIS

NEW YORK

THE NEW MANLIFT

## "RIDE-SAFE"



Beyl Design

is now ready to insure you. Order today before your first trip up is the last one down!

### "RIDE-SAFE"

Tells the story in the name. Its factor of safety exceeds anything on the market.

50 ft. Complete

**\$75.00**

Less Counterweight

**\$65.00**

You value your life many times this cost. Why risk it?

**LINK BELT SUPPLY CO.**

MINNEAPOLIS, MINN.

EXCLUSIVE MANUFACTURERS

## DO YOU KNOW YOUR BEANS

when they are in the bins, will, if in condition, keep that way longer if not disturbed and turned, than they will if handled to determine their condition?

### The Zeleny Thermometer System

will tell you at all times the condition of your beans, and you will be surprised at the saving made when the bins have been emptied and the beans disposed of.

### The Zeleny System

is just as valuable in bean storage bins as in grain bins, and its value has been established through years of use, and those who have made money by installing

### The Zeleny System

will be more than glad to tell you how they did it. Our catalog No. 6 contains the list. Write us and then write them.

**Zeleny Thermometer Company**

542 S. Dearborn St.,

Chicago, Ill.



# "Built by Link-Belt"

TO men throughout American industries the phrase "Built by Link-Belt" has become synonymous with dependable performance. The Company's policy, pursued for more than 50 years, has earned for Link-Belt products a justified reputation for reliability.

Engineers and operating men have learned through practical contacts that Link-Belt equipment, whether for conveying or power transmitting purposes, is built to high practical ideals, and with the purpose of giving the customer a little more than he expects. "Built by Link-Belt" also symbolizes an ambition to improve and to better Link-Belt products year by year, and to maintain a Company policy devoted to the interests of their clients.

The natural result of such an attitude has been to produce a line of dependable equipment, and to expand engineering and manufacturing facilities to meet the growing demands of users who buy on the basis of performance.

## Silent Chain Drives

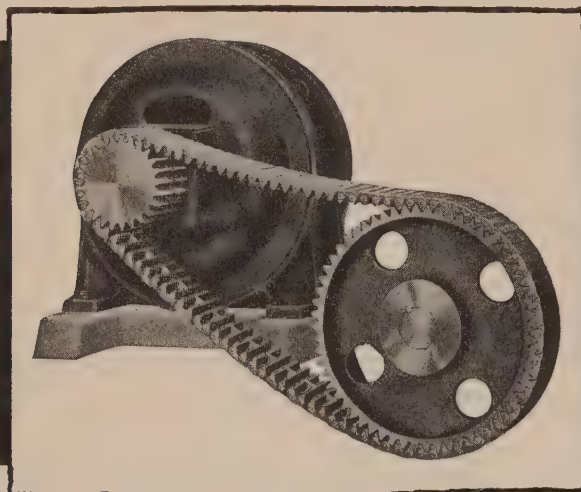
Link-Belt Silent Chain is today upholding, in every industry, its reputation as the ideal drive because "it stands the test of time" in service. Many drives have been giving trouble-free service for 5, 10, 15 to 20 years.

Link-Belt Silent Chain is not affected by heat, cold, moisture or oil. Its action is

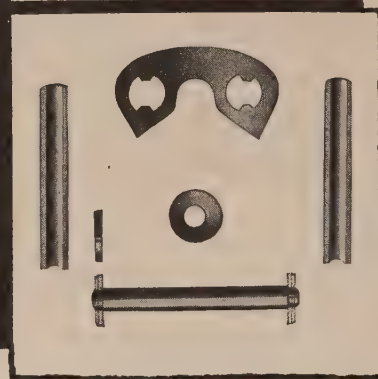
positive under all conditions. It operates on short or long centers. It delivers 98.2% of the energy of the prime mover (on actual test). Built in sizes  $\frac{1}{4}$  to 1000 H. P. and over. Distributors in many cities carry stocks— $\frac{1}{2}$  to 60 H. P.

Send for Link-Belt Silent Chain Drive Data Book No. 125 and Stock List No. 725.

Look for the name on the washers; look for the bushings in the joints.



Parts of the Link-Belt Silent Chain.



### LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying and Power Transmission Chains and Machinery

3747

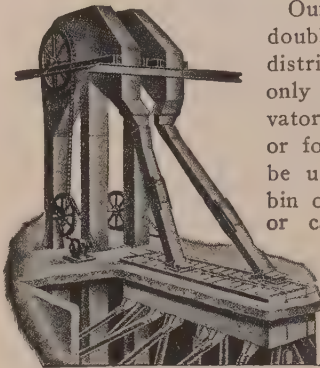
CHICAGO, 300 W. Pershing Rd. INDIANAPOLIS, 501 N. Holmes Ave. PHILADELPHIA, 2045 W. Hunting Park Ave. SAN FRANCISCO, 19th & Harrison Sts.  
 Ashland, Ky. Birmingham Charlotte, N.C. Dallas Grand Rapids Louisville Montreal Oakland, Cal. Seattle Toronto  
 Atlanta Boston Cincinnati Denver Kansas City, Mo. Milwaukee New Orleans Pittsburgh St. Louis Utica, N.Y.  
 Baltimore Buffalo Cleveland Detroit Los Angeles Minneapolis New York Portland, Ore. Wilkes-Barre

# LINK-BELT



## GERBER

### Double Distributing Spout



NEW GERBER DOUBLE DISTRIBUTING SPOUT  
Sold with or without steel spout frame. Also made for single, triple and quadruple leg.

Our New Gerber single, double, triple and quadruple distributing spouts are the only practical spouts for elevator legs of one, two, three or four stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately. Only one spout is required to run from distributors to each bin. You have full control of your distributing. All spouts are operated from working floor, absolutely eliminating any mixture of grains.

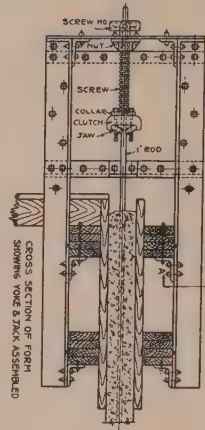
### Grain Elevator Equipment

Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog H-3.

**James J. Gerber**

126 Sixth Ave. S.

Minneapolis, Minn.



## SELL or RENT Form Lifting JACKS

Grain Elevators, Silo  
Coal Pit Construction  
Blue Prints Furnished

**Nelson Machine Co.**

Waukegan, Illinois



When you "hop on a  
Humphrey" you save  
time, energy and  
promote efficiency.

**Humphrey**  
Employees'  
Elevator

Write—  
Humphrey  
Elevator Co.

900 Division St.,  
Faribault, Minn.

## GRAIN ELEVATOR BUILDERS

**BIRCHARD**  
Construction Co.

Architects and Contractors  
Grain Elevators—Mills

B. SAMPSON Lincoln, Nebr.

**A. F. ROBERTS**  
ERECTS Elevators  
FURNISHES Corn Mills  
Warehouses  
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Machinery

SABETHA,

KANSAS

**Geo. W. Quick & Sons**

Tiskilwa, - - - Illinois

Designers and Builders  
Concrete Grain Elevators

Waterproof Pits a Specialty

**Western Engineering Co.**

610 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

**WILLIAMS CONSTR. CO.**

Specializing in  
Building and Repairing  
Country Elevators

3321 Shawnee Ave. Des Moines, Ia.

Every time you mention the  
**GRAIN DEALERS JOURNAL**  
to an advertiser, you  
help to make it bigger and better.

**Construction—Painting—Wiring**

**Magic Grain Dump Co.**  
Minot, No. Dak.

GRAIN and COAL ELEVATORS  
**T. E. IBBERTSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

Elevators, Mills, Warehouses  
Designed, Built, Repaired  
Estimates Cheerfully Furnished  
**HOGENSON CONSTRUCTION CO.**  
Corn Exchange Minneapolis, Minn.

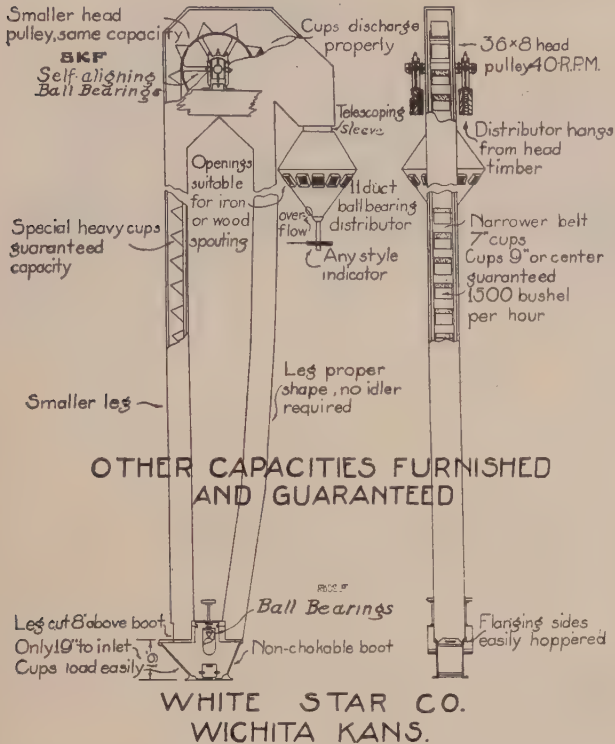
We have induced reliable advertisers to talk to you.  
If they interest you, mention that you saw it in The

**Grain Dealers Journal**



## GRAIN ELEVATOR BUILDERS

### OUR GUARANTEED CAP. ELEVATOR LEG



### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

**"If Better Elevators are Built  
They will STILL be Youngloves"**

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

## RELIANCE

## Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER  
CONSTRUCTION CO.**  
North Platte, Nebr.

Plans and Specifications Furnished

### The Star Engineering Company

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durability  
and Economy of Operation

Estimates and Information promptly furnished

**Wichita, Kansas**

### ELEVATORS—FEED MILLS WAREHOUSES CHALMERS & BORTON

720 Pioneer Trust Bldg. KANSAS CITY, MO.

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### E. H. CRAMER Designer and Builder of Grain Elevators

Hampton, Nebraska

### Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
Grain Elevators a Specialty

### L. J. McMILLIN

Engineer and Contractor of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

### To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL, of Chicago. It will bring you quick returns.

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS



# The Barnett and Record Co.

Engineers

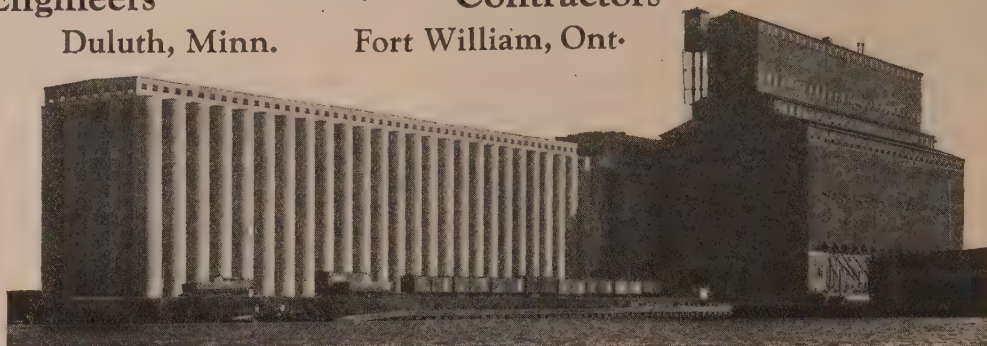
Contractors

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.



## FOLWELL ENGINEERING CO.

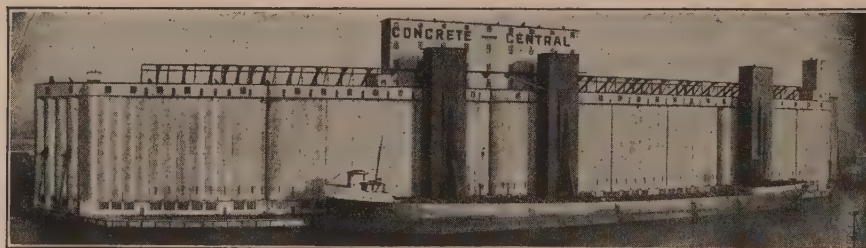
Engineers and Constructors

333 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.



3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



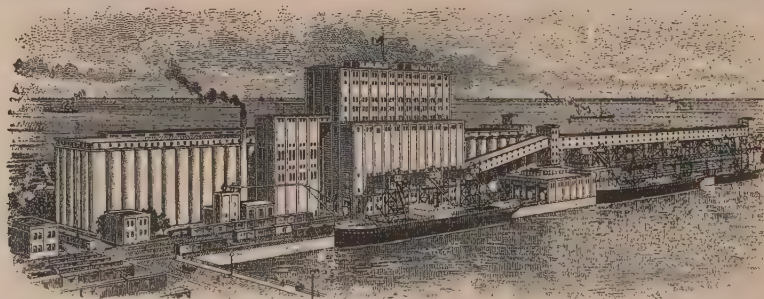
Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

## JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,  
PRESIDENT  
Phone Harrison 8884

H. G. ONSTAD,  
VICE-PRES.-GEN'L MGR.





Elevator "L"  
Minneapolis

Designed and Built by  
**McKENZIE-HAGUE CO.**  
Minneapolis, Minn.

## GRAIN ELEVATORS

Always look good *WHEN THEY ARE NEW*. Have yours designed and have your construction supervised so that it will *look* good and *be* good—year after year.

### HORNER & WYATT

Consulting Engineers to the Grain Trade  
468 Bd. of Trade Bldg. Kansas City, Mo.  
**IT PAYS TO PLAN BEFORE YOU BUILD**

## FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.

**DESIGNED** for the years ahead—an advance we propose to maintain.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

## Santa Fe Elevator "A"

Kansas City, Kans.



Capacity  
6,500,000 Bushels

### John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

460 St. Helen Street, Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England



## International Milling Company

Buffalo, New York

Capacity 2,300,000 Bushels

Another storage unit is now under construction by us which will make total capacity 3,500,000 bushels.

### Jones-Hettelsater Construction Co.

Grain Elevators, Flour and Feed Mills

600 Mutual Bldg.

Kansas City, Mo.



## The Boss Air Blast Car Loaders Elevator Type

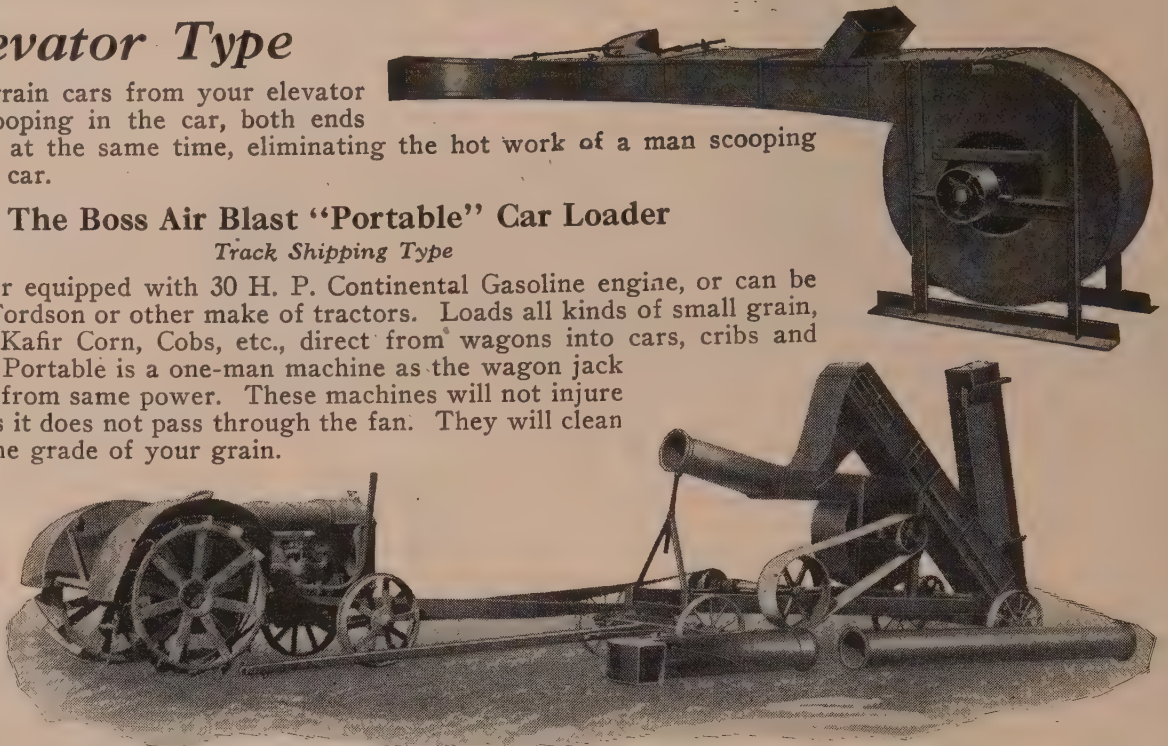
Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

### The Boss Air Blast "Portable" Car Loader

*Track Shipping Type*

This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.

Write for Catalog F and prices and let us show you how these machines will make you money.



Maroa Manufacturing Co.

Maroa, Ill.

## The KELSO Pneumatic GRAIN CLEANER and CAR LOADER

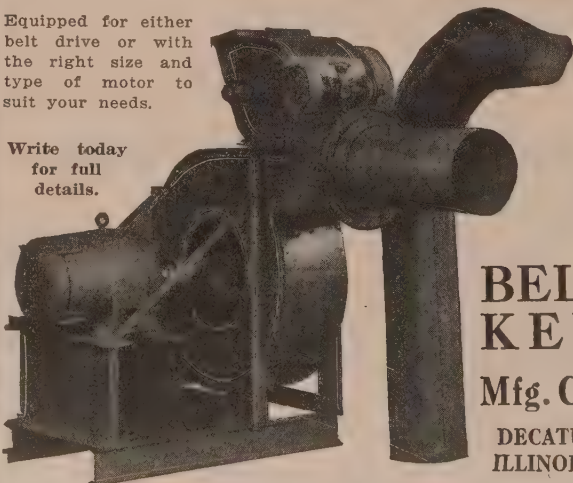
*Cools and Conditions the Grain  
at the Same Time It Loads.*

ONE elevator operator in Western Kansas recently advised us that his Kelso Grain Cleaner and Car Loader paid for itself in the handling of his first 8 cars of grain. Due to a wet harvest, the moisture in the grain was heavy. But the Kelso Loader reduced the moisture content and thus brought up the grade of the grain.

The Kelso also saved the operator the labor of one to two men which would have been required for scooping back in car. This machine will load any size car full. Automatic oscillating distributor prevents accumulation of dust and dirt in center of car.

Equipped for either belt drive or with the right size and type of motor to suit your needs.

Write today for full details.



**BEL-  
KEL**

**Mfg. Co.**

DECATUR  
ILLINOIS



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

**The Day Company**

*Dust Collecting Engineers*

3132 Snelling Ave., Minneapolis, Minn.

## For European Markets

on grain, flour and feed products  
best and most reliable information is  
found in the daily

### "German Grain Journal"

a sample copy of which will be  
sent by

**Verlag de Deutschen Getreide-Zeitung**  
Copenickerstr, 48/49, Berlin, S. O. 16, Germany





## BE PREPARED

Avoid a costly fire during the harvest period by giving close attention to operating hazards.

Be prepared to fight a fire, should one occur, by having well-filled water barrels and a supply of pails readily accessible.

**GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.**  
INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary & Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property. OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS

ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 1/2 x 11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

**Grain Dealers Journal**  
309 So. La Salle St., Chicago, Ill.

## You Can Sell Your Elevator

by advertising directly to people who want to buy, by using a

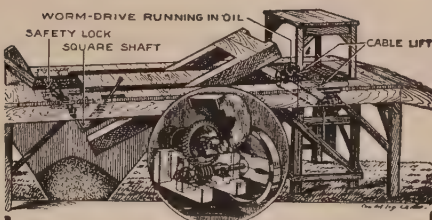
**Grain Dealers Journal**  
Want Ad.

## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



**NEWELL CONSTR. & MACHINERY CO.**

Cedar Rapids, Iowa

Originators of the Electric Truck Dump

## 10,000 SHIPPERS

Are now using

**TYDEN CAR SEALS**

Bearing shipper's name and consecutive numbers.

Prevent CLAIM LOSSES  
Write for samples and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Railway Exchange Bldg., Chicago, Ill.



# FRICITION

again led the 1928

## FIRE CAUSES

of the

**Mill Mutuals**

## Anti-Friction Bearings

Reduce Fire Hazards

Reduce Power Cost

Increase Efficiency

Our Engineering Department is at your Service

Write your Mill Mutual Insurance Company or this office for particulars.

## Mutual Fire Prevention Bureau

230 E. Ohio Street  
Chicago, Ill.



## The McMILLIN WAGON & TRUCK DUMP

The Powerful Dump

Speedy — Substantial — Durable

Our quick, simple, safe and easily operated arrangement for attaching and detaching to the front wheels of a vehicle does away with the many objectionable features in truck dumps, as there is nothing lifted but the front end of the vehicle.

This lifting arrangement being connected to the overhead trolley is a simple way of hoisting at any point along the track, and causes this dump to be able to dump into one single dump door or any number of dump doors regardless of the length of the vehicle or the distance the dump doors are apart.

This dump is doubly strong for the heaviest loads. Vehicles can be raised to any angle and stopped or stopped at any point. All dumps equipped for hand and power operation. Two horse power motor or a 3-in. belt from other machinery is sufficient power.

Address

**L. J. McMILLIN**  
525 Board of Trade Bldg.  
INDIANAPOLIS, INDIANA



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**IOWA**—15,000 bus. elevator, feed and coal business for sale at \$7,500. Address 63P8, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** — Middletown, Croft, Barr, and Sweetwater country elevator business. Fernandes Grain Co., Springfield, Ill.

**OHIO** elevator with coal, feed and machinery business for sale; 50 H. P. oil engine. Write 62N5, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**ELEVATOR FOR SALE** — Up-to-date; well built; capacity of 27,000 bushels. Cost \$30,000 to build. Communicate with Security State Bank, San Juan, Texas.

**IOWA**—One strictly new and modern 20,000 bus. capacity elevator for sale. Handles 100,000 bus. grain and sells 1,400 tons coal per year. Address B. C. Hemphill, Dexter, Iowa.

**BLANCHARD, OHIO**, elevator for sale. On T. & O. C. R. R., 8,000 bus. capacity; good feed and coal trade community. Will sell cheap. For information write Gardner Bros., Dunkirk, O.

**CENTRAL NEBRASKA**—Elevator feed and coal business for sale. 50,000 bus. capacity; truck scale and dump. In good territory. Write 62J11, Grain Dealers Journal, Chicago, Ill.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**ILLINOIS** elevator for sale. Has good coal business in connection; also two dwellings. Priced right for quick sale. Capacity 8,000 bus. Address Miny O'Kane, Hazelhurst, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**COLORADO** elevator for sale. Capacity 5,000 bus. in bins, floor space five cars. Sheet iron building. Good condition; located in favorable bean and grain section. Address 63N9, Grain Dealers Journal, Chicago, Ill.

**CENTRAL KANS.**—40,000 bu. elev. and 200 bbl. flour and feed mill with warehouse. Water and steam power. Electricity available; M. P. & U. P.; transit priv. Good feeding territory. Write 63P1, Grain Dealers Journal, Chicago.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## FOR SALE OR TRADE.

**FOR SALE OR TRADE**—Six good elevators; 14,000 bus. capacity; good side lines; low overhead expense; no competition. Address 63N11, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED

**WANTED**—To lease an elevator in Eastern Kan. or Nebr.; must have fair volume of business. Write 63R2, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## FEED MILL FOR SALE OR TRADE

**FEED** mill for sale or trade; doing good business; warehouse for 3 cars of feed, elevator room for 4,000 bushels; the only feed mill and coal dealer in town. Moser Milling Co., Fountain, Colo.

**READERS DESIRING** to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITIES

**COAL BUSINESS** in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

**FOR SALE BY ESTATE**—Salvage Grain & Feed Plant in Chicago, brick-fireproof buildings equipped with Ellis Drier and Invincible Cleaner. Main line railroad switching facilities. Small feed mixing plant. Property 100x200 ft., excellent location. Must be sold—Bargain Price. Address 63Q12, Grain Dealers Journal, Chicago.

**INDIANA** feed store for sale, located at Ainsworth, Ind., 40 miles from Chicago, on Grand Trunk Ry. Ideal location for grain, hay and all kinds of feeds; well established business; 5 room brick bungalow, modern; 17 acres land, on R. R. siding, hard roads; large track scale and truck. This is a money maker and the price is very reasonable. Possession at once. Wm. Raschka, 615 Lake St., Hobart, Ind.

## PARTNER WANTED

**ADVERTISER** is just finishing small elevator and feed plant on New York Central near Ohio-Penna. line. Finest location in the country for transit plant to draw supplies from all sections. Established grain business now and plant should enjoy capacity business. Ready to start in two weeks, want a live hustler to take charge of plant as partner or to head corporation. Write 63Q13, Grain Dealers Journal, Chicago, Ill., stating approximate amount you have to invest. Act quick if you want to get into a real money maker.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## SITUATION WANTED.

**POSITION WANTED** as manager of flour mill or grain elevator. Twenty years of successful experience and A1 reference. J. F. Decker, Camden, Ohio.

**WANT POSITION** as grain buyer or manager of grain elevator. Have had four years experience as manager. Will go anywhere. Would consider any position in connection with grain trade. Clyde E. Pepple, Arcadia, Ohio.

**WANT POSITION** as second man in elevator; 25 years old and single. Actual dirt farmer. Will work reasonable for experience. Illinois preferred. Write 63R8, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—20 years' practical experience soliciting and buying for terminal markets, and operating country grain business. Will consider any opening with good future. Address 62L7, Grain Dealers Journal, Chicago.

**SUCCESSFUL AND EXPERIENCED** farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED

**WANTED**—Two Elevator Managers experienced in feed and grain buying. Also two Second Men in Grain Elevator with chance for promotion. Address 63R4, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Combination feed miller and millwright. Good wages, steady job for a real honest-to-goodness miller. Don't write if you cannot qualify. Inefficient and discharged job hunters not considered. Address Dal-Tex Grain Co., Dallas, Texas.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Leaking Car Report** Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

**Clark's Decimal Grain Values** save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. LaSalle St., Chicago, Ill.



## SCALES FOR SALE.

**FOR SALE**—28,000 pound Howe Hopper Scale. Splendid condition. Foster Grain Company, Ellis, Nebraska.

**FOR SALE CHEAP**—Five bushel, 1,250 bushels per hour, Richardson Automatic Scale; f. o. b. South Dakota point. Write Richardson Scale Co., 312 Corn Exchange, Minneapolis, Minn.

**RICHARDSON Automatic Scales**, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## SCALES WANTED.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 1012 Waldheim Bldg., Kansas City, Mo

## ENGINE WANTED.

**WHO HAS** a 30 or 40-h.p. Fairbanks-Morse "Y" oil engine for sale? Describe and make low price. We have a chance to place one. Goodrich Construction Company, Winchester, Ind.

## Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery; Price; By Whom Bot; How; and Remarks. The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

Send all orders to

**GRAIN DEALERS JOURNAL**  
309 S. La Salle St. Chicago, Ill

## MOTORS FOR SALE.

**FOR SALE**—One 25-h-p. Fairbanks-Morse Induction Motor Type "B"; 3 phase; 60 cycle; 220 volt; complete with sliding base and pulley. This motor is in splendid working condition. Price \$150.00. Goodrich Construction Co., Winchester, Ind.

## ELECTRICAL MACHINERY.

Motors and Generators, A. C. and D. C., for sale at attractive prices. Large stock of new and rebuilt motors, starters, generators and switchboards on hand at all times. Get our Stock List and Prices. We buy, sell, exchange and repair motors. Send us your next repair job for prompt repairs at reasonable prices. V. M. Nussbaum & Co., Fort Wayne, Ind.

## ENGINES FOR SALE

**After Other Power Equipment**  
Bargain Bulletin 388, just issued. Send for it. It's FREE.

## ZELNICKER IN ST. LOUIS

Rails, Equipment, Tanks, Heavy Machinery  
for 30 Years.

## IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6½ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7½x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.50.

**GRAIN DEALERS JOURNAL**  
309 So. La Salle St. Chicago, Ill.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00.

411-E contains 100 sets all Form E. Price, \$2.00.

411-B contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

It is our wish to continue subscribing to your Journal, which contains very interesting and valuable information, so kindly let us know whether our money order has been received.—E. R. Pottor, Mgr. Wheat & Jute Dept., The South Australian Farmers Co-operative Union, Ltd., Adelaide, South Australia.

## Truck Loads to Bushels

Direct Reduction Grain Tables on cards reduce any weight from 600 to 12,090 lbs. to bushels of 32, 48, 56, 60, 70 and 75 lbs. by 10-pound breaks. Just the thing for truck loads.

Printed on both sides of six cards, size 10¾ x 12¾ inches with marginal index, weight 1 lb. Price at Chicago, \$1.50. Order 3275Ex.

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



## MACHINES FOR SALE.

## WRITE ME

If you are in the market for good used machinery. I can supply you promptly. L. R. Veatch, 428 Pratt St., Buffalo, N. Y.

**FOR SALE**—Complete grinding outfit consisting 1—45 H. P. stationary Rumley engine. Good as new. 1—No. 3 hammer mill never been used also shafting, pulleys, pumps, etc. Farmers Elevator Co., Hornick, Iowa.

**DRIER FOR SALE**—1 No. 3 Cutler Rotary Steam Drier, 280 sq. ft. heating surface, capacity 4,000 lbs. per hour. Excellent for drying grains and feed. Reasonable price. Consolidated Products Co., Inc., 14-17 Park Row, New York City. Barclay 0600.

**FOR SALE**—5 iron pulleys manufactured by Great Western Mfg. Co., all for 3 5/16" shaft, have slightly crowned faces. Sizes are 5' diameter, 13" face; 6'8" dia., 12" face; 4 1/2' dia., 14" face; 3'4" dia., 14 1/2" face; 17 1/4" dia., 12 1/2" face. Also an Ehrsam 3-high roll feed grinder. Priced low. Address Farmers Union Elevator Co., Lindsborg, Kans.

## A BARGAIN

One A-C electric motor, 15 H.P. 3 phase, complete with starter box.

One Howell feed mill, double roll, complete every way and good belts.

One No. 4 Dual Cleaner, 2 years old, A-1 condition.

One Howe Scale, 6 tons, with dump, can be used without dump.

Also Belts, Shafting and Pulleys too numerous to mention.

Game & Son, Inc., Jamestown, N. D.

## NEW AND USED MACHINERY FOR SALE

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For detailed information address inquiries to S. Leavitt, 2124 W. Roscoe St., Chicago. Telephone Graceland 4710.

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One 50 H.P., 1,800 R.P.M., 220 volt, 60 cycle, 3 phase Fairbanks Morse ball bearing pipe ventilated fully enclosed motor; rebuilt; in first class condition.

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1—1 bu. Richardson Automatic Scale; 300 bu. hopper scale. All sizes of hopper and floor scales; Oxford Bean Pickers' Grain Cleaners, all sizes and makes. 1 No. 3 Hess Grain Dryer. 1 Bean Polisher; 1 50-bbl. Midget Mill, chain drive. 25 H.P. Type Y Fairbanks-Morse Oil Engine. Carter Disc Separator, 1,000-lb. Vertical Batch Mixer, 1 Ton Munson Mixer. 1 No. 2 direct connected Jay Bee Hammer Mill. 2 and 3 pr. high Corn Rolls, Corn Cracker and Grader Combined, Corn Shellers, Cob Crushers. Victor, Lefle and Samson Water Wheels. 22-in. Motor driven Monarch Mill. 18-in. Robinson Attrition Mill. 18-in. Monarch Mill. 1 Bag Piler. 1 Humphrey Manlift. A few large elevators. Also elevators of all sizes. 1 Boss Car Loader. Pulleys, all sizes. Dust Collectors. Roller Mills for oat and barley crushing. Everything for the Feed Mill and Elevator. Prices on application. A. D. HUGHES CO., WAYLAND, MICH.

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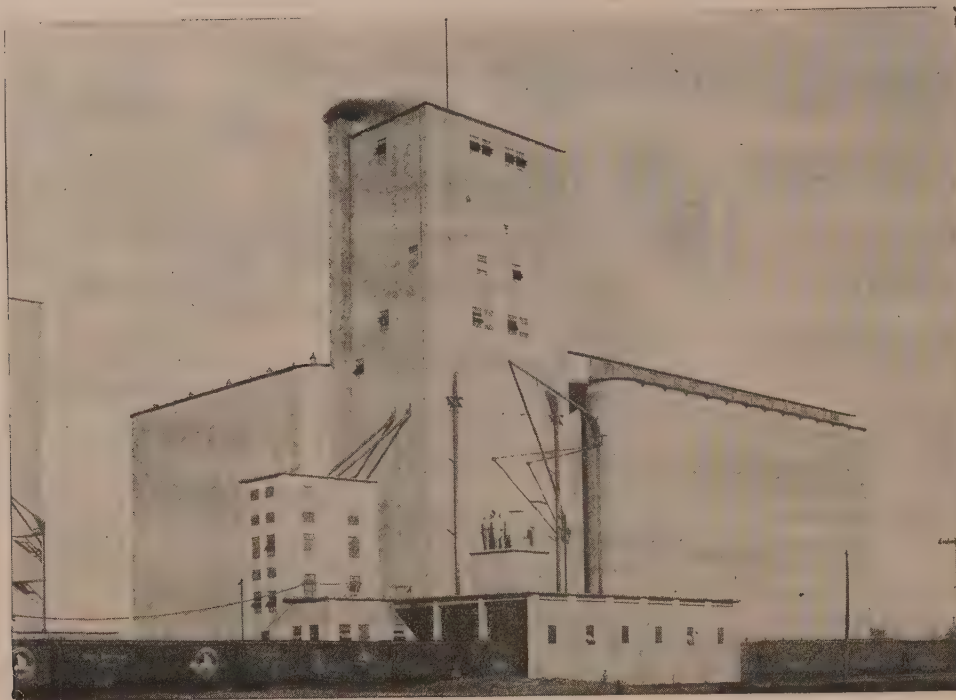
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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill.  
U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries, prepaid, one year, \$3.00; to Canada, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, AUGUST 25, 1929

DO NOT choose a wet and muggy day to load a car with grain that already is damp.

LOADING cars to 10 per cent above their marked capacity is necessary to obtain the reduced emergency rate on export grain.

CHARGING for feed grinding according to the fineness of the screen used is the only fair method, and will prevent loss on fine grinding.

GERMAN BUYING broke the Northwestern barley embargo and indicates that our wheat congestion will not be relieved until we get a foreign demand.

THE OPPORTUNITY for profit in the discount on cash grain explained on page 165 of last number still is available to fortunate possessors of room for wheat.

HIGH PRICES for foundation timbers have been a blessing in disguise to the elevator owner, since the more reasonable cost of concrete in recent years has had the effect of persuading designers and contractors regularly to plan for the more permanent waterproof and rat-proof construction.

LITTLE STORAGE ROOM remains unoccupied at the various grain terminals so shippers must expect unusually liberal discounts on smutty and off-grade grain they ship to market. It would be far better for country elevators to hold all off-grade grain and clean it thoroughly before shipping it; else they may be deeply distressed by the liberal discounts in vogue at their favorite market.

NOW is a good time to paint the elevator, after the summer's heat has dried out the wood and opened all pores for the seaking in of the preserving oil and pigment.

FLAXSEED growers will not be in need of farm relief on this crop, since the small crop when balanced against constantly increasing industrial needs, insures high prices.

A POCKET of dirt or damp weed seeds in a car loaded with grain sometimes starts a heating that spoils the whole contents, that can be avoided by shippers who will blow the grain well before loading.

SOUTHERN STATES' prejudice against margin trading seems to be passing away. Believers in economical marketing of commodities will be pleased to learn that the Georgia House of Representatives has passed the Redwine Bill to legalize sales on margin of cotton and grain futures and stocks where delivery is intended.

LEAKING CAR reports are reaching the Journal more numerous, whether in response to the invitation to aid brother dealers in collecting claims thru publication, or because more cars are seen leaking in transit. This is creditable to the dealers in one way and to the discredit of the railroad's car repair departments in another.

SMALL FIRES thought to have been extinguished in the elevator have a way of breaking out again as was the case at Tecumseh, Kan., Aug. 18. The second fire breaking out at 10 a. m. destroyed the structure. Many of these second fires could have been prevented by maintaining a close watch lest some concealed embers be fanned into flame.

AN OVER SUPPLY of elevators at any country station generally results in frequent overbidding contests among the buyers who seem ever anxious to swell the volume of their business regardless of whether they handle grain at a profit or at a loss. What is needed is a merger or a consolidation of all the elevators at the station, so as to minimize the overhead expense and place a permanent check on buying grain at a loss.

CENTRAL markets with their organized exchanges deserve the support and patronage of country shippers. Without the central markets we would not have the benefits of arbitration and the strictly ethical methods of conducting business enforced by exchange rules. The extra ¼ cent per bushel offered by an unknown whose weights, grades and discounts may be slightly off color is generally a deceptive illusion.

RAILROAD land departments sometimes have a new head in charge who has no past experience and no broad knowledge of railroad traffic and ignorantly seeks to make a record by shoving up the rentals for elevator sites on the right of way. More than one such has been squelched by publicity of his ill-advised efforts to drive grain depot facilities away and to divert grain shipments to competing lines of railroad that encourage the grain shippers by reasonable rentals.

EXPERIENCE is a dear school, but fools will learn in no other. The wise dealer reads the experiences of his brother dealers and avoids the same pitfalls thru which they lost heavily.

CLAIM papers may be lost during the long delay that occurs after they have left shipper's office. A copy will suffice, and if the original must be forwarded, a copy should be kept for the shipper's file.

WHEN ROUTING is left to the railroad company, and the carrier from inadvertence or some reason of its own hauls the grain over a more costly route, the shipper's claim for the lowest rate between the two points must be allowed.

SEALS on car doors need not be strong to be of value. Their purpose is not to prevent the car from being entered, but to prove that it was broken into, with the obvious deduction that if the weight is short at destination it is because some one has removed part of grain in transit.

PERSONAL INJURY in a grain elevator can only be avoided by great care at all times in moving about in the vicinity of fast-running machinery and belting. One man in a Davenport elevator last week was fortunate in escaping from a conveyor belt with a badly torn hand and arm.

MOTOR TRUCKS hauling grain to the elevator usually are so constructed that three-fourths of the weight comes on the rear axle so that the scales must be well designed besides having large capacity. When truck loads become so heavy and on so long a wheel base that the grain dealer is forced to weigh first one end and then the other end of the truck it is time to think about discarding the old wagon scale and putting in first-class weighing equipment on a concrete foundation.

EMBARGOES on grain loading for named destination always evoked a storm of protest from the shippers whose business was thus seriously interfered with. Shippers believed the embargo was an evidence of the carriers' bungling the movement of freight. Since the formation of shipper's advisory boards in different sections of the country no such outcry arises, since now the shippers know that their own leaders have knowledge of the facts warranting the embargo which virtually is ordered with their consent. Co-operation beats antagonism.

WOOD BIN PARTITIONS or wood supports of any character inside a steel storage tank will burn if the tank walls are heated sufficiently, as occurred when the White County Milling Company's mill and elevator at Carmi, Illinois, burned. On several occasions wheat inside steel storage tanks has been set on fire by the burning of grain doors piled up against the outside of tank or near it. In early days it was customary to protect the steel walls with a veneer of envelope tile where it was exposed to other buildings, and experience with many fires since has proved the protection was needed in order to save the grain contained in the steel tanks from fire.



STOCK BUCKET-SHOPS are still fleecing the unwary, these swindlers in New York City alone having paid annually \$7,000,000 in telephone tolls; but, thanks to the vigilance of the Chicago Board of Trade, for several years past there has been no bucket-shopping of grain trades.

THE GRAPE and raisin industry has succeeded in tapping the Farm Board's treasury for \$9,000,000; and it is believed the completion of the National Grain Corporation's organization will be hastened in order to share in the manna before Uncle Sam's surplus is exhausted.

REPORTS from many sections indicate the intention of many farmers to increase their acreage planted to wheat principally for the purpose of relieving the financial stress of the producer and without any intent of grabbing part of the Farm Board's half billion. Some day the peanut politicians at Washington will awaken to the fact that the grain business of this country calls for the active investment of a large amount of capital by keen minded men of experience.

IT IS no doubt a good thing for the Federal government to enlist the help of outside experts in hope of learning of some new method of practice whereby the grading of grain can be made nearer uniform throughout the land and more satisfactory to the trade at large. The investigators now holding hearings at Kansas City can do no harm, but they must realize that the grading of grain will never approach uniformity unless closely supervised by one Board of Experts at headquarters.

BUREAUCRATS who are discharging their full duty regardless of the interests of the public sometimes are asked to resign unjustly, because a neglect to call in leaders of the trade for conference has led to a lack of confidence. Since a new board must study problems on which the prior members have been at work for years a change in personnel is wasteful, and could be avoided by retaining the old officials. Open doors, proper publicity and occasional conferences would promote the interests of the public served immensely.

TOO MUCH importance is attached by the financial public to the rate of discount set by the federal reserve banks, and the opinion expressed some time ago in this column now is supported by no less an authority than the *Wall Street Journal*, declaring that raising the discount rate means very little to Wall Street. The banks have lost control of the billions of idle funds of corporations and wealthy individuals who are placing their capital directly at rates the banks have no voice in making. Some 250 of the largest corporations in diversified industries are enjoying 1929 profits larger than in 1928 and have no place for their surplus funds where they can get a better return than the 8 to 12 per cent offered in Wall Street. It may take several months for money to get so cheap in Wall Street that it will be driven back for investment in grain and other commodities, the rising prices for which have always hitherto punctured stock market booms after several years' swing.

A BUYER who raises his own bid to the farmer is not earning the confidence of his patrons. One way to stiffen the buyer's backbone is to post the price on a blackboard and stick to it. The very fact that the price is posted will dissuade many farmers from trying to get more.

A GRAIN office in the country elevator is no place to play games of cards or checkers even when trade is slow, as the practice attracts loafers who do not depart when trade livens up, but make the elevator a regular port of call, preventing the grain buyer from keeping caught up on his clerical work.

EMBARGOES to the south of us; embargoes to the north of us; and all the other terminals are so full of grain that none would be surprised to be encumbered with a new embargo any day. Between the large carryover, the harvester-combine, and the wheat grower's eagerness to market his crop, all terminals are flooded with grain. Hold it back.

THE FEDERAL statute against under-billing freight by description in order to get a lower rate per 100 pounds is so seldom reported violated in the public prints, many shippers are not aware of the \$5,000 fine provided by the law. Besides this reminder anyone disposed to attempt this raid upon the railroad's revenues should consider that the chances for detection of the fraud at destination are too great to be taken.

DRIVING into the country to bid for farmers' grain is an expensive practice, because it will soon force all buyers to adopt the same method of getting business. This irritation not only swells the cost of doing business, but it makes it necessary for buyers to bid a higher price. The buyer who starts such a campaign is making trouble for himself and also his competitors. The best place to buy grain is in your own office. If you wish to solicit business, do it by mail.

OPEN AIR STORAGE for wheat has never been popular with the elevator operators of any section, but in Gray County, Kansas, the practice has attained unusual popularity with the night prowlers who are credited with having made off with more than nineteen carloads of wheat piled on the ground. Grain stored out in the open will always prove a strong temptation to thieves so those using open air storage must protect their property with a wide-awake night watchman.

ELEVATOR LEGS are always supposed to be well encased primarily for preventing grain getting out of the leg, but also for preventing workmen getting their hands or feet into the leg. Occasionally the open leg furnishes some elevator worker with an opportunity to lose a hand or a foot; whereas if the moving machinery had been properly protected, no one would have been maimed. It does not cost much time or labor to protect all moving machinery. After the accident has occurred, the elevator owner is in a mood to spend thousands of dollars to have prevented the accident, but, of course, it is then too late. By carefully safeguarding all moving machinery, you may not only protect the lives and limbs of your own family, but of your fellow workmen.

CONTRACTS not signed may be ignored by the tricky farmer as one Indiana buyer has learned to his cost, as stated in "Asked-Answered," this number. This shrewd and prosperous farmer when presented with the buyer's signed contract knew he had a "heads I win and tails you lose" bet, no matter whether the market was way up or way down when it came time to haul the grain to the elevator.

WILL he honor a sight draft is the first question a grain shipper should ask and answer before he makes a sale to interior points. Margins of profit are so small in the grain business a dealer cannot afford to have his grain or money tied up by a buyer who lacks courage to pay for the grain on sight of draft, or lacks the capital or the credit standing with his local banks to pay for grain in the manner established by custom.

SHIPPERS would always receive more intelligent service if they would promptly advise receivers of all grain consigned and the weight and grade expected. When an alert commission merchant knows the date grain will arrive, its quantity and quality, he is naturally on the lookout for a ready market and keeps buyers advised of shipments expected. It is much better for all concerned and especially more profitable for the shipper.

RETAILERS of feedstuffs, field seeds and other side lines usually carried by country elevators can profit largely by the experience of independent storekeepers in Canada and the United States who have joined in the purchasing of stocks on a large scale. By buying in large units and earning a discount by prompt payment for all purchases, the independent retailer gets goods at a cost that will permit him to compete with chain store retailers on more than an equal basis. The personal interests of the independent dealer gives him a great advantage over the hired man in the chain store, because he has the stimulation of direct profits from an active interest in the welfare of his customers. This method of purchasing on a large scale has worked very advantageously in the case of a number of buying associations and it seems to be up to the elevators handling side lines to make a thorough investigation of the many advantages claimed for this association purchasing agency.

**T**O-DAY is your day and mine, the only day we have, the day in which we play our part. What our part may signify in the great whole we may not understand; but we are here to play it, and now is our time. This we know: it is a part of action, not of whining. It is a part of love, not cynicism. It is for us to express love in terms of human helpfulness.—David Starr Jordan.



## Contracts Should Cover Every Contingency.

It is always the unexpected that happens and a condition in the grain trade bobs up after 5 to 10 years' absence when buyers and sellers have had time to forget it. Not expecting it they do not provide against it in their printed contract forms used every day.

Just now cash wheat is at a big discount under the September and December futures, and, besides this discount varies as much as four cents from one day to another, the result being that shippers who have contracts to fill will get the grain out at the earliest moment permitted by the contract.

One Indiana miller contracted for wheat expecting scattered shipment thru three months' time, but the amount to be shipped each month was not specified and the seller chose to dump the entire lot on the miller at one time when he did not have much storage room and when he could have bought the cash grain several cents per bushel cheaper from day to day. If the cash grain had been at a premium as it has been much of the time in recent years, the shipper would have held off until the last minute. As it is, he realized a handsome profit by having a place for the grain.

An unexpected financial stringency in 1907 gave shippers at Minneapolis an opportunity to ship 750,000 bus. of barley to a Chicago maltster on a contract that permitted loading out way ahead of the expected time. Solely for the purpose of realizing cash the Minneapolis barley dealers got the grain on cars and hastened to the bank with the Bs/L and drafts which were presented by the Chicago banks just when money was hard to borrow and clearing house certificates were passed from hand to hand in lieu of greenbacks. Fortunately the maltster by scurrying around was able to raise the money to carry the grain that he did not need at the time, and which a properly worded contract would have kept back until wanted.

It is a mistake to "modernize" old contracts by cutting out clauses on the theory that they will not be needed. Retaining old forms and adding thereto familiarizes the office staff with an established method of doing business, coordinates the efforts of all departments and tends to build up an institution that has the possibility of developing into "big business."

ANOTHER grain dust explosion illustrated elsewhere in this number should help to convince elevator operators that the grain dust found in elevators today will explode. This latest explosion occurred in a storage annex which contained no machinery except the receiving and shipping belts which were idle. It is possible that a short circuit may have caused fire and it dislodged enough dust to envelope the flames in a cloud of dust with the results that a small explosion jarred loose a lot of dust and blew out the side walls of all the unfilled bins. It pays to build elevators free from ledges and dust catching walls. Then, too, an efficient dust collecting hood over every tripper would materially reduce the clouds of dust settling all over the storage bins every time a bin is filled.

## Transit for Soy Beans.

Railroad traffic officials never recognize any commercial development when such recognition points to the justice of a reduction in the freight rates or a concession in transit on any commodity. Thus it is that they are now reluctant to grant transit on soy beans.

Soy beans are a coming crop in the central states and in Texas, and when a commodity moves in great volume it is entitled to transit the same as grain. The bean is handled in elevators the same as grain. The soy bean is not an edible bean in the class with Michigan pea beans. Even when made into a grain product the carriers grant transit to the soy bean product.

The soy bean culture is beneficial to the soil, and as fast as the farmers learn how to use machinery in harvesting the crop the acreage is bound to increase. Growing soy beans or any other legume will increase the nitrogen fertility of the soil tributary to the carriers' lines and give them more freight to haul. They should facilitate this development by granting every reasonable privilege.

## Damages for Rejection of Maize.

The suit by W. Morton against Albers Bros. Milling Co., growing out of a sale of maize in 1920, was finally disposed of Apr. 2, 1929, by the District Court of Appeals of California, after two trials and a reversal by the superior court.

The contract was made at Brawley, Cal., on Sept. 16, 1920, by the Albers Bros. Milling Co., of El Centro, signed by B. F. McCormick, purchaser of 250 tons of milo to be delivered by Morton by Dec. 1 fob main line points, at \$50 per ton. The milling company accepted and paid for 112 tons; but the market price at Brawley had dropped to \$29 per ton when the milling company refused the remaining 138 tons.

When Morton brought suit defendant alleged the findings of fact were not supported by the evidence, and that the amount of damages fixed by the lower court was wrong. Both courts, however, found the damages the same, the full amount demanded by plaintiff, \$2,898. The court admitted Morton's statement as evidence that the maize was No. 1 marketable milo, defendant having alleged as reason for refusal that the maize was "not good, No. 1 marketable maize." As to this the court of appeals said:

This witness, as shown by his previous examination on the stand, was fully qualified as one experienced in growing and marketing this commodity for a number of years and his knowledge of the grain to testify as to the quality. Inspection of the contract shows it was made in Imperial County, delivery was to be made there, and in all ways the contract was to be performed there.

The expression in the contract, "good number one marketable milo maize," is not defined in the contract, and under section 1646 of the Civil Code "a contract is to be interpreted according to the law and usage of the place where it is to be performed; or, if it does not indicate a place of performance, according to the law and usage of the place where it is made." Whether the rejected maize was good number one maize or not presented a simple question of fact.

The testimony adduced on the part of plaintiff by several witnesses shows that when examined and measured by the customary methods practiced by buyers and sellers who dealt in such commodity in Imperial Valley the quality was that constituting good No. 1 marketable milo maize.

The testimony adduced on the same subject by the defendant tended to establish that when subjected to a certain moisture test the product was not equal to the standard of No. 1 maize according to that established as a government standard, which is also that of the Los Angeles Grain Exchange. Secondary evidence as to this last-mentioned standard was admitted on the part of the defendant at the trial.—276 Pac. Rep. 383.

## Shipper Liable for Freight Charges.

The Moss Lumber Co., Ward, Ala., shipped a car of pine lumber to John M. Diver Lumber Co., Detroit, Mich., charges collect. The car was re-consigned to S. E. Benjamin, who had a 48-hour credit arrangement, but both Benjamin and Diver went into bankruptcy before the charges were collected.

The Michigan Central Railroad Co., which made the delivery, brought suit to recover the freight charges, \$177.05, and was given judgment in the circuit court of Wilcox County, Alabama. This decision was reversed by the Court of Appeals of Alabama Nov. 20, 1928, stating that "If the carrier assumed the risk of an unauthorized delivery without the collection of the freight charges, it cannot invoke its own wrong in this court as a basis for recovery against the consignor."

This decision was again reversed June 18, 1929, by the Supreme Court of Alabama, which said:

Though the goods are only to be delivered upon payment by the consignee of the freight charges, the shipper is not relieved on account of a delivery by the carrier of the goods to the consignee without collecting the charges, though credit is voluntarily extended to the consignee. This right to collect from the consignor can only be barred by limitations or contract. Bankruptcy of the consignee does not relieve the shipper.

It is the duty of the shipper at the time of shipment to disclose to the carrier that he is acting for another in making the shipment, if such be the fact. If he does not, he cannot escape liability for freight unless his contract with the carrier has that effect.

The fact that the consignee is liable when he accepts the shipment is no reason why the presumed liability of the consignor is extinguished. It is well settled that the "carrier and shipper were left free to contract, subject to the rule which prohibits discrimination. \* \* \* Where the payment is deferred, the contract may provide that the shipper agrees absolutely to pay the charges; or it may provide merely that he shall pay if the consignee does not pay the charges demanded upon delivery of the goods. Or the carrier may accept the goods for shipment solely on account of the consignee; and, knowing that the shipper is acting merely as agent for the consignee, may contract that only the latter shall be liable for the freight charges.

We think that there is no contract expressed or implied or to be inferred from the agreed facts that the shipper should be relieved of his prima facie obligation to pay the freight, if it is not collected from the consignee, and (based on the authorities cited) that the carrier is not precluded from collecting it from the shipper by reason of a delivery to the consignee without collecting from it.—123 Southern Rep. 90.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 103695, leaking on side, was repaired on Aug. 24, at New Underwood, S. D., by railroad crew.—W. D. Camery.

Wabash 77044 on train No. 52 eastbound was leaking wheat at door when it passed Whites-town, Ind., at 4:30 p. m., Aug. 13.—Kern & Kirtley Co.

P. R. R. 17986 leaking wheat badly on east-bound local thru Remington, Ind., Aug. 1. Car in bad condition. Our foreman attempted to patch some of the leaks but there were too many of them. Heavy loss to someone west of here.—Remington Farmers Co-operative Co., Lee Carl, mgr.

P. R. R. 24922 leaking wheat badly on east-bound local thru Remington, Ind., Aug. 1. Car in bad condition. Our foreman attempted to patch some of the leaks but there were too many of them. Heavy loss to someone west of here.—Remington Farmers Co-operative Co., Lee Carl, mgr.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### What Terminal is Giving Shippers Short Weights?

*Grain Dealers Journal:* Kindly check up the terminal markets and see what is the trouble with their weights. Then advise country shippers where to ship so they will get the weights due them. Some elevator operators in one terminal do not give the shipper the weights due him or else they take 18 ounces for a pound. Investigate and you will help the country shipper.

Then point out the terminal elevator that is giving short weights so shippers will know where they can get fair and square treatment. H. G. Dehring, Martin, Ohio.

### Thresher's Lien in Kansas.

*Grain Dealers Journal:* We would like to have your opinion involving some Kansas statutes.

Supposing that a renter delivered some wheat to an elevator and after the renter had departed to parts unknown, a third party appeared on the scene claiming that he harvested the said crop of wheat with a "combine" and demanded that the elevator company pay the bill for harvesting. He, of course, presents his bill under the laws which were originally made to protect a thresherman's lien.

In the first place, would the bill for "combining" the wheat be protected the same as one from a man running a regular threshing machine?

In the second place, would the man running the "combine" be bound to notify the elevator company that part of the money for the wheat crop should be paid to him or would he have to file his lien within any certain length of time after the crop had been harvested and delivered?

In the third place, let's presume further, that there was also a mortgage against the crop. In such a case, would the thresherman's lien have any precedence over the mortgage, when it comes time to settle?

No doubt, the laws of various states are different in regard to such matters but we are interested only in regard to the laws of Kansas. Any information you can give us will certainly be appreciated.—The Consolidated Flour Mills Co., R. W. Payne, mgr. grain dept.

**Ans.:** Combining is only another way of threshing and therefore the operator of the combine is entitled to the thresherman's lien.

Sec. 58-204 of the Kansas Statutes provides that the thresherman file his lien with the register of deeds of the county to be recorded as are the chattel mortgages, giving the name of the owner of the crop, kind of grain, description of land, price of threshing and date of threshing or harvesting.

Such filing takes the place of notifying elevator companies, who have to depend upon the register of deeds' records for information.

Sec. 58-205 provides for enforcement of lien by suit against any purchaser of the crop or mortgagee, suit to be brought within 90 days after filing the lien statement. If action is not brought within 90 days the thresher's lien is void.

Under this section the thresherman comes ahead of the mortgage when it comes time to settle.

The Illinois law is better for both the thresherman and the grain buyer, since it saves the thresher the 25 cents fee for recording and saves the grain dealer the trouble of examining the county records.

The Illinois Revised Statutes, 1929 Chap. 82, Sec. 43, gives a lien to operators of threshing machines, clover hullers, corn shellers or hay balers for the price of the job from beginning of threshing until four months after completion of services, provided that "Such lien shall not be valid and enforceable against a purchaser of said crops from the owner or lawful pos-

essor thereof unless the lienholder shall, previous to or at the time of making final settlement for such crops by such purchaser, serve upon such purchaser a notice in writing of the existence of such lien."

### Moving Elevator?

*Grain Dealers Journal:* In the Journal of Aug. 10 I note a reference to moving an elevator 22 miles at one Minnesota station, as an example that might be emulated by others having a house at an unprofitable location. I would like to have the name and location of these parties.—J. J. Benjamin, pres., Cambridge State Bank, Cambridge, Kan.

**Ans.:** The Pioneer Land & Loan Co. write "The elevator referred to was one that we bought at Strandquist on the Soo Line. We intended to move it but instead we wrecked it and moved it by train and truck, having it rebuilt in this city, Warren, Minn."

An elevator is now being moved 8 miles at Manyaska (Welcome p.o.) Minn., by the Hubbard & Palmer Co.

Other moving jobs described in the Journal are 6 large steel tanks moved  $\frac{1}{2}$  mile at Minneapolis for the Albert Dickinson Co., page 283, Mar. 10, 1926; moving studded elevator 7 miles for Stiefel & Levy at New Haven, Ind., Aug. 25, 1927, page 163; moving elevator of Seafeld Grain Co., Seafeld, Ind., 3 miles. This was a cribbed house weighing some 750 tons, described in the Journal Nov. 25, 1926, page 619.

### Liability of Railroad Co. for Delay in Furnishing Cars?

*Grain Dealers Journal:* On July 31 we ordered a car for the purpose of loading out a car of wheat. This car was not spotted because there were no grain doors available in town. On Aug. 6 a car load of grain doors arrived, and the car was spotted for loading. At the time we ordered this car, wheat prices were fair, and the premiums on wheat were very good. By the 6th, when the car was spotted, wheat prices dropped off considerably, and the premiums on the type of wheat we were loading dropped off about 15 cents per bushel.

We are wondering if you know of any cases similar to this one and if the companies shipping can put a claim against the railroad company, and if they did, were they able to collect the claim. If you do not know of any such case do you think there would be a possibility of us collecting a claim of this nature?—G. L. Haga, mgr., R. M. Lang, Hoffmann, Minn.

**Ans.:** Under the common law in every state the railroad company is liable for unreasonable delay in furnishing cars.

If the order for cars was oral shipper can proceed under the common law. If the order was in writing he can proceed under the Minnesota reciprocal demurrage law.

Apparently this order was not in writing, and under the common law the damages are not limited.

Peter L. Zetterberg recovered damages in the Minnesota Supreme Court from the Great Northern for delay in furnishing cars on an oral order, under the common law, reported in 136 N. W. Rep., 295.

A shipper at Princeton, Minn., recovered judgment for \$6,072 against the Great Northern for not furnishing cars.

In every other state where shippers have brought suit they have recovered damages where the delay in furnishing cars was unreasonable or negligent or inexcusable.

In Illinois T. U. Fox recovered \$358.50 damages for delay in furnishing cars by the Alton at Sinclair, Ill. The jury allowed Fox one-half of the decline in market value. The judge held that the damages should be based on the market value at destination at the time when the cars should have been furnished and at the time when they were furnished, allowing for time in transit.

In recent years suits for damages for failure to furnish cars have not got into the higher courts, since the railroad companies have pre-

ferred to settle out of court, and we have to go back 15 years to the time when such suits were common, for decisions. Decisions holding the carrier liable have been published in the Grain Dealers Journal: Jan. 10, 1914, page 57; Mar. 10, page 424; Mar. 25, page 500; June 10, page 948; Aug. 25, page 332, and Oct. 25, page 614.

Yes, there certainly is a possibility of collecting such a claim.

### The "Across the Line" Motor?

*Grain Dealers Journal:* We are under the impression that it was in a copy of your magazine that we first saw an article about the new "Cross-the-Line Motor." We are interested in learning more about it so are asking what company in particular has developed this motor, horse-power, whether or not it passes the elevator insurance requirements.—Fairview Mill Co., by Harry O. Frank, Fairview, Mont.

**Ans.:** The "Cross-the-Line Motor" is now manufactured by practically all of the prominent motor manufacturers, including General Electric, Westinghouse and Fairbanks-Morse. There is little if any difference in appearance between this type of motor and the standard squirrel cage induction motor. However, the cross-the-line or line start motor has certain features incorporated in the internal design and construction of the rotor which gives it higher starting torque, or in other words, enables it to start heavier loads than will the standard squirrel cage motor.

In addition to having this greater starting torque the design is also such that the current drawn from the line is limited to such an amount that the power company will generally permit such motors to be thrown directly on the line by means of an approved dust tight or oil immersed starting switch without the use of an autostarter or other current limiting device. In the larger sizes, from 35 hp. and upwards, however, the usual autostarter or compensator is usually required except in instances where the power lines are of unusually large capacity.

The cross-the-line motor has no sliding contacts, brushes or similar features. It is available in all standard sizes up to and including 200 hp. It may be secured in the ordinary open type and the modern enclosed fan-cooled or pipe ventilated type. When the fan-cooled or pipe ventilated type is installed it is classed as a standard motor by the mill mutual insurance companies and no charge is made in the rate providing, of course, that the wiring is installed in conduit in a standard manner.—Yours very truly, C. W. Gustafson, chief engineer, Mutual Fire Prevention Bureau, Chicago, Ill.

### Liability of Telegraph Company for Negligent Delay?

*Grain Dealers Journal:* Kindly advise what recourse a broker has against a telegraph company for excessive delay in handling a message? We received an attractive offering which we immediately wired to our Kansas City office. Had the message been received the entire offering would have been readily booked. As it was, the telegraph company took over two hours to deliver the message and by that time the offering was sold out and withdrawn. The average time required for a message to Kansas City is 8 minutes. The amount of brokerage involved and lost was less than \$500.—George Chesbro, J. P. Parks Office, Chicago, Ill.

**Ans.:** The telegraph company is liable up to the amount of \$500 for the unreasonable delay. The company has one possible loophole of escape by a showing as stated in the fine print on the back of the message blank that the delay arose from UNAVOIDABLE interruption of the working of its lines. Whether the wire was out of service during the time that the message was in transit is a question of fact that the telegraph company would be required to prove in defense of claim or suit.

In Illinois the law is that the sender is not bound by the fine print conditions on the back, if he never read them.

Even if the wire was out of service, it must be shown to have been unavoidable. For example, the Supreme Court of Illinois gave Edwin Beggs judgment against the Postal for delaying a message filed at 9:05 a. m. at Decatur, Ill., so that it was not delivered at Chicago until after the Board opened at 9:30, too late for acceptance of an offer. The Postal had three wires and three operators at Decatur, two wires direct to the floor of the Board and one to its general office at Chicago. At 9:15 two of the wires became dead. The evidence was that the message could have been transmitted in  $1\frac{1}{2}$  minutes before the wires became dead. After the wires again came into service there was time enough to have gotten the message to Chicago.



## Time of Shipment?

**Grain Dealers Journal:** What is the general understanding in the cash wheat trade regarding expressions affecting date of shipment of a contract?

For example, we have recently had a misunderstanding with a shipper with whom we contracted to ship us some 25 carloads of wheat. We expressed the shipping period as "Shipment to be made within August, September and first half of October." Our shipper claims that he understood this to mean that he had the option of shipping this any time in this period. We certainly intended at the time we made up the contract to have this indicate scattered shipment over this period.

How would time of shipment under such circumstances be interpreted in the cash wheat trade at primary markets?—Blish Milling Co., J. L. Davis, pres., Seymour, Ind.

**Ans.:** Strictly the shipper could load out the cars any time between Aug. 1 and Oct. 15 and be within his legal rights.

The interpolation of the words: "Aug., Sept. and first half of October," might have cautioned shipper that buyer might want scattered shipments, and courtesy might require an inquiry addressed by seller to buyer as to how many cars he could care for in August or September, but such inquiry was not compulsory.

## Relationship Between Employer and Employee.

**Grain Dealers Journal:** What is the legal aspect on responsibility of agent to principal when agent acted to benefit of principal to the best of his belief.

The situation is that I was holding 2,000 bus. of maize in the elevator awaiting billing instructions from my principals. The maize started to get hot. I wrote information to this effect to my principals and asked billing instructions. They ignored my request and failed to acknowledge the letter.

I moved the maize four times in an attempt to cool it. It continued to heat. Finally I hired a man, paying \$35 for his hire from my own funds, and put the maize in small windrows on the ground adjacent the elevator. About 200 bus. or a little less, in the bottom of the bin had heated badly and become in such condition that we could not get it out of the elevator in the customary manner and had to cut a hole in the side of the bin and shovel it out.

The heating barley cooled outside. When we shipped it the inspectors at the terminal graded it No. 4. We had not included the spoiled barley that had been in the bottom of the bin. This having become rotten we left it on the ground where we had shoveled it out of the bin. If put in the car it would have made the whole car grade sample.

The company is trying to hold me responsible for 10,000 lbs. shortage, a matter of approximately \$140 and is holding out this amount of monies due me. I've explained the shortage to them and asked them to come down and look the situation over. Some of the spoiled barley is still laying on the ground. This they have failed to do.

Can they legally hold out payment for 10,000 lbs. of barley under these circumstances? Or can I collect?—Claude Linsacum, Towner, Colo.

**Ans.:** In the absence of fraud or embezzlement an employee who has acted within the scope of his authority to the best of his ability is not liable for shortage or misgrading, but when the contract of employment so provides the employee or agent may be made liable for shortage in weights or grades. It all depends on the contract, or accepted custom or practice between the parties. If the buyer agreed to be responsible for weights and grades out of the house he can be held to that agreement, the payment of his salary being adequate consideration.

A line company agent owes a duty to his employer not to take damp grain into the house; but this in the absence of a specific understanding does not go to the extent of making the agent financially liable.

The owners of the business cannot legally hold out of the agent's salary the value of the 10,000 pounds in the absence of a clause in the contract of employment so providing.

If the contract of employment did not require

a guaranty of grades out the employee was not warranted in incurring extra handling expense without the express authority of the employer. Instead of asking for billing instructions the agent should have asked for handling instructions. Loading out heating grain only increases the loss by the amount of the freight paid.

The thing to do is to keep damp grain out of the elevator, especially when containing a lot of weed seeds.

## Force of "Shippers W. L. & C." on B/L.

**Grain Dealers Journal:** Our Freight Claim Department has called this office's attention to an article appearing in the July 10, 1929 number of your journal on page 30 entitled "Does S. L. W. & C. absolve R. R. from Responsibility?" It was suggested that in view of the large circulation of your journal among grain men, we might desire to call your attention to what evidently must be an inadvertence on the part of the member of your organization who prepared this article.

One of your correspondents asked your opinion as to whether a claim might be collected against a carrier when the agent at point of origin notes on the B/L "shipper's weight, load and count." You say in answer that such liability does exist and cite in support thereof the case of *Bewsher v. C. & N. W.*, 6 Fed. (2nd) 947.

I think upon analysis you will find that this case does not support the conclusion stated in your magazine. Assuming that your correspondent's question had to do with order Bs/L (which are not directly specified in the question) you reached the conclusion that the words "shipper's weight, load and count" do not mean anything to a shipper who has adequate weighing facilities; and say that the carriers have not been able to defeat claims by such endorsements on Bs/L when there is proof of the weight loaded; and that such words are null and void.

You say further that in the *Bewsher* case the court treated the words there used, which were "weight 'subject to correction'" the same as "shipper's weight, load and count." This clearly must have been an oversight, since in the report of the *Bewsher* case it appears that the court was construing the meaning of the words "shipper's weight, load and count" or other words of like purport (italics ours) as used in Section 21 of the Bs/L Act. The court said in this connection:

Now in the case at bar we are dealing with bulk freight loaded by the shipper, but the B/L does not contain any of the particular notices or recitals specified in section 21 of the B/L Act, and unless we are to hold that the mere words "weight subject to correction" are of "like purport" to the words "shipper's weight, load and count," or "shipper's weight," or are equivalent to a statement that the weight of the wheat is "said to be" 66,000 pounds, then it would seem clear that the defendant would be liable to a holder in good faith of the order bill in question "for damages caused by the non-receipt by the carrier of all or part of the goods."

The court then referred to some scattering judicial pronouncements to the effect that "weight subject to correction" was sufficient to avoid the effect of the estoppel which might otherwise result. It was said, however, that this did not avoid the *prima facie* effect of the recital as to quantity, but merely left the matter open to further inquiry instead of being absolutely concluded. The court said further that examination of the encyclopedias "does not seem to yield much fruit"; and that the court had failed to find "any substantial authorities to the effect that the words 'weight subject to correction' have been judicially considered sufficient to avoid the estoppel which otherwise might obtain"; and that in view of the care evinced by Congress to point out ways and means by which the carrier might protect itself in such cases, the court was not inclined to extend the language employed to doubtful limits and that it would be doing so to hold that the words "weight subject to correction" are of "like import" to any of the expressions employed in the Act, or that such words when

fairly considered, constituted an expression sufficient to charge a purchaser in good faith of the B/L that the weights were shipper's weights.

You will see, therefore, that instead of holding that the words there used were equivalent to "shipper's weight, load and count," the court reached a conclusion directly contrary to that stated in the second paragraph of the answer to your correspondent's inquiry; and you will see further that the case does say that the use of such words as set out in the statute does relieve the carrier from any estoppel as against a bona fide purchaser of the B/L.

Moreover, with reference to the proviso in Section 21 of the B/L Act providing for liability in cases where the shipper installs and maintains adequate facilities for weighing such freight, your answer ignores the effect of the words (referring to such adequate facilities for weighing); "and the same are available to the carrier." Your answer further ignores the requirement for "written request of such shipper" for ascertaining the kind and quantity of bulk freight within a reasonable time after such written request; and you further ignore the requirement that the carrier be "given a reasonable opportunity so to do."

You will see, therefore, that it is incorrect to state that the words "shipper's weight, load and count" are null and void. Moreover, if the shipper desires to avoid the effect of such notice, he may, provided he has the necessary facilities, make written request upon the carrier and give the carrier reasonable opportunity to ascertain for itself the kind and quantity of bulk freight tendered for shipment. The last paragraph of your answer is perhaps not intended to ignore this requirement of notice and reasonable opportunity to the carrier; but the way it is worded seems to us to be quite misleading and to give the impression that in all cases where the shipper has adequate facilities, the words "shipper's weight, load and count" do not mean anything. One can readily see, of course, that if this were true, a carrier would have no protection whatever against being imposed upon by fraudulent weights.

I have taken the liberty to write to you at some length and suggest that the statement of the law as set forth in the above issue of your journal be modified by correcting the misconstruction of the effect of the *Bewsher* case and that this statement of the law be further corrected by embodying in it the necessary elements of the notice and reasonable opportunity provided for by the proviso in Section 21.—Yours very truly, Nelson Trotman, General Attorney Chicago & North Western Railway Co., Chicago.

**Ans.:** Mr. Trotman's contentions with regard to the *Bewsher* case are correct; but the fact remains that Mr. *Bewsher* got judgment against the C. & N-W. Ry. Co. for the full amount in a decision in which the court sustained shipper's weight of 66,000 lbs., altho the B/L contained the words "Subject to correction."

The court held the railroad company to its B/L calling for 66,000 lbs., altho the shipper put only 45,590 lbs. into the car. The court protected Mr. *Bewsher*, who had bought the B/L. This *Bewsher* case was cited in the Journal not to sustain the point that the S. L. & W. phrase was a nullity but to give the Strong Trading Co. a parallel case to theirs, where they had a B/L calling for 88,000 lbs., when only 63,000 was loaded.

We observed in our first publication that the court, as stated by Mr. Trotman, had refused to hold "Weight subject to correction" was equivalent to "Shipper's load and count," and to clear up any doubt, far from ignoring the point as surmised by Mr. Trotman, we published in full the new law, Sec. 21 of the Bills of Lading Act, making it clear by indicating in capital letters just HOW THE SHIPPER SHOULD GO ABOUT IT TO NULLIFY any such words as "Shipper's Load, Weight and Count."

Where a shipper has adequate weighing facilities and gives the railroad company an opportunity to use them the carrier must accept shipper's weight if after written request the carrier has not chosen to avail itself of the facility or use its own facilities. To clear up the matter we reprint the law just as it appeared in our July 10 number, as follows:

Sec. 21. The carrier may also by inserting [Concluded on page 237]



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Our Pig Poisoning Barley Shipped to Germany.

*Grain Dealers Journal:* Your Journal dated July 10th, I have read with very much interest, and I only feel sorry that you should print an article, headed: "Europe Took More Barley Last Year," which shows that you are very badly informed about what has happened with the barley.

When these claims started early last fall, I happened to be away on my holidays, and I, too, hearing about these claims, wrote to my own office that very likely the hogs did not like the barley as it was too high in price. But when the situation got more serious, I returned immediately, as my firm was having engagements of about 90,000 qrs. for its own account, and about the same quantity on contract as agents of American houses.

My firm is established in this trade since 55 years, and is not only one of the leading grain importers and agents of American houses, but is known in the market as being absolutely fair and correct in the settlement of its contracts.

The first thing I did on my return, was to convince myself personally of the fact, that some certain No. 2 Federal Barley arriving here, and being crushed and fed to pigs in the usual way, was categorically refused by them, whilst other No. 2 Federal Barley was taken willingly. Being a specialist on barley, I should know something about barley, but frankly I could not trace the slightest difference between the two barleys from the look at it, and as a matter of fact the German authorities, who had necessarily to take up the matter, could not trace it either, and so it had to occur that the pigs were to be the only judges as to whether certain lots of barley were sound or not. But a good many steamers did arrive with barley, which was refused, and you cannot blame German breeders that they refused to take this barley, and you cannot blame the German authorities either that they supported such justified claims.

It is only natural that shippers, or the writer of your article, should think the high prices were the cause for refusing the barley, and I quite agree with you, that one or the other breeder may have tried to take advantage of the situation and claim, that his barley was also what they call "poisonous" here.

But at the same time I bear pressure on assuring you that quite a lot of our customers paid to my firm a high premium, up to 5 to 6 per cent on top of the barley, stiff prices, at which they had bought the barley months ago, to get Danubian or other barley instead of Federal barley, other barley which until this occurred, was worth less than Federal barley.

I take it you want to be fair and honest when criticizing what has happened here, and that you did not know any better so far, and therefore you will take the writer's word for the correctness of what he has said, and of what he is going to say.

I don't think American shippers have lost much money over this barley, because I understand that those Bremen importers, who claimed that the certificate was not what it was supposed to be, and went to arbitration for it in London, have lost their case and consequently had to make good the losses you are likely speaking of, for all Hamburg importers, at least all I know of, have paid their documents correctly, also those which were 30 to 40 per cent over day's market value.

My firm is strongly interested in seeing this barley trade with America continue. No need to say that, once this has occurred, German breeders would very likely refuse also to buy any of the 1929 crop, and I was therefore interested in finding ways and means to overcome this trouble, and that is why I went specially to America.

I saw quite a number of American officials on this subject, and specially want to point out on this occasion also, that everybody was extremely willing to discuss the matter with me, and give me every and any possible support. The writer has spoken to Mr. Beseley, one of the highest officials on this special question in the Department of Agriculture in Washington, and Mr. Beseley took him to Mr. Jardine, at the time Secretary of Agriculture in Washington, in February, 1929. Mr. Jardine as well as Mr. Beseley admitted, contrary to what you write in your paper, that the claims were justified indeed, inasmuch as they have found out meanwhile that a certain "FUNGUS ROSARIUM" is responsible for all the trouble, and that this fungus can only develop under certain circumstances, which were well explained to the writer, and should you care to have the details, in case they should be unknown to you, he will willingly explain it to you in detail, should you not be able to get them just as well in Washington from the Department of Agriculture.

The writer was also told by Mr. Jardine, that care has been taken already on the fields for the future, and consequently also for this year's crop, that any such barley with fungus should any more be certified by the Government as under No. 2 Federal barley.

Now, when you are fair, which I do not doubt in the slightest you want to be, you will have ways and means to get all what is written confirmed by Mr. Beseley, and I should be very glad to read one day in your Journal an article rectifying what you have said about, let us call it frankly, the dishonesty of German Grain importers.

And when you get to know, which you certainly will, that certain quantities of what is called No. 2 Federal barley, are still sold, chiefly to Bremen, let me tell you that this is either No. 2 Federal barley of Canadian origin, which is consequently not grown in those certain few well known districts, where the fungus appeared with the last crop, or is barley which some certain American shippers sell under condition, that the barley is to pass the examination of the German authorities or otherwise contract to be cancelled.

And if some certain other ports (Holland and Belgium) did not put up like claims, it is because they bought relatively little of this barley only at the time, and mixed it with other barley, whilst specially Bremen, but also Hamburg, had bought tremendous quantities of this barley, and did not mix it. But the same claims in the meantime turned up in those countries, and specially also in England, facts which you cannot get away from.

It is most peculiar that it should so occur that I happen to get a copy of a new journal, which is printed in Elmshorn, the center of the hog breeders, and is distributed amongst all breeders. It is the first number of this new paper and brings amongst others an article with big heading: "The Pig Poisoning No. 2 American Federal Barley," stating how pigs were poisoned (I think the paper is trying to agitate and is certainly exaggerating, as to my knowledge pigs have never been poisoned, but simply

did not take part of the barley), and giving figures about the tremendous losses America is causing German hog breeders by sending such poisoned barley.

You see what has happened the other side of the water, and how they think in the interior about the harm America did us.—Yours very truly, Edgar Eichholz of Eichholz & Loeser, Hamburg, Germany.

### Left Without Railroad Service.

*Grain Dealers Journal:* The L. A. & S. R. R. Co. continues to hold its right of way by running a gasoline speeder over the line each day altho I have not been able to operate my elevator since Aug. 1, 1925, when the trains quit running.

The Savannah Equity Exchange Co. sold its place in 1923 to a few of its members who still own the building but the business has not been operated since the sale. The plant also is on the abandoned line.

Hardly think train service will be resumed again.—Willis Sprott, Savannah, O.

### Twenty Ton Truck Scales Fast Becoming a Necessity.

*Grain Dealers Journal:* Last week I called on Sam Gilson who is Master Mechanic for the Turner Hudnut Company. We had not talked long until he began to soliloquize about the changing needs of the country elevator operator. He told me that but a short time ago his company installed an 8x16 combination 10-ton wagon and light truck scale at Lacon, Illinois. Since then the State of Illinois has installed a hard surface pavement with the result that the loads of grain hauled to this elevator are gradually increasing in weight; in fact one load recently presented weighed over 8 tons.

The extremely long trucks and the heavy weight have made it necessary to provide a larger and heavier scale, so he has just placed an order for a 20-ton Fairbanks Type S auto truck scale complete with type registering beam and steel frame arranged for concrete deck or platform. This scale will be 20 ft. long by 9 ft. wide. He tells me that it will have a scale lever system designed to sustain a static load of 25,000 lbs. upon each main lever load knife edge and with which load the stresses established by the American Railway Engineering Ass'n will not be exceeded on any part of the scale. In other words the scale will have a capacity for weighing 25 tons on each end, or 50 tons if evenly distributed, with a beam capacity of 20 tons when the type registering beam is used.

He claims that a 20-ton load could be placed on either end of the scale without minimizing the accuracy of the weighing and the weight would be indicated directly on the weigh beam. This arrangement of levers is said to have been developed as the direct result of the carrying of 75% of the truck load on the rear axle.

I presume concrete platforms are new to most elevator operators, but I am told that they have been used on many truck scales for ten and fifteen years without deterioration and without replacement or repairing. The wood platforms generally installed on truck scales rot out so quickly that they must be replaced at frequent intervals.

Certainly the hard roads and the increasing size of trucks is sure to make it necessary for every elevator operator to install at least a 20-ton truck scale and keep it in prime working condition if he hopes to weigh his receipts accurately. Wagon scales are out of date, and the sooner the elevator man brings his equipment up to the present day requirements of the business, the sooner will he be able to handle the business expeditiously and profitably.—Ed Jackson.



## This Farmer Not Asking Relief.

*Grain Dealers Journal:* Riding in a sight-seeing car up Pike's Peak recently I fell into conversation with the daughter of an Indiana farmer. She, with her mother and grandmother, were "seeing America first." They had been out thru Montana, had visited Yellowstone National Park for a couple of weeks, were spending several days at the famous Colorado Springs resort and expected to visit other wonders along the way.

Following several stories about how little Bobby, aged 4, had gotten down into the cellar and dabbled smudgy hands in 22 earthen jars filled with cream waiting to go to market; and how another wayward offspring had wanted chicken for dinner and had thereupon gone out to the chicken-yard, caught two ducks, chopped off their heads and brought the bloody carcasses into the kitchen with the remark that she guessed "they wouldn't be good to cook 'cause they got 'bleed' all over 'em," was a conversation that ran essentially like this:

"Whereabouts in Indiana is this farm of yours?"

"We're just 12 miles from Fort Wayne. Good roads, you know. Nice town, too, with all the advantages of the big cities, except maybe opera. I studied music, and maybe that is a disadvantage, but we get pretty good talent from Chicago every once in a while. We go into Fort Wayne about three times a week." This from the daughter.

"How big is the farm? Do you have to hire much help to run it?"

"We've 320 acres. It is almost impossible to hire satisfactory farm help so Dad and my brother do all the work."

"Well, that's a pretty good job for two men. I suppose machinery helps out quite a lot."

"Yes, they use one Fordson tractor, a mowing machine, a couple of hay-rakes and a binder, but a lot of the work is done with horses. We have five Belgians, 1400 to 1600 pounds. And we are raising a couple of young ones to replace a team of old horses."

"What is the character of the soil? Are the entire 320 acres tillable?"

"It's a sandy loam. Raises pretty good crops tho. We have quite a lot of pasture land. Dad does diversified farming. Raises a lot of beef cattle and hogs. And Mother keeps about 600 chickens."

"I expect you keep a couple of trucks to take care of your hauling requirements."

"No, we don't. Dad says he can't keep a truck busy enough. When he wants to take fat stock to the market he hires a truck. We have a Ford two-door that is used for general purposes, like taking garden truck to town and eggs and stuff like that. The whole family uses the same car to run around with."

"So you make a garden?"

"Yes, we have a garden. Don't know what we'd do without it. And the orchard. We raise all our own fruit. We do lots of canning. Put up all our own vegetables and preserves. It's nice in the winter time to go down in the cellar and get whatever you want. And then we sell lots of stuff from the garden, too."

"I suppose you raise a lot of corn. Do you use a corn picker to harvest the corn?"

"No, Dad and my brother just shuck it out of the fields. They're pretty good. Each of them can shuck out a hundred bushels a day."

"Well, with just the two of them, I expect a farm like that keeps them pretty busy all the time."

"Yes, it does. But they get away sometimes, particularly in winter. Dad goes up to the university for the short courses. Says a man has to keep up to date. He takes a lot of farm papers, too. Then he goes somewhere almost every year. Last year he went to New York and Washington. We have a lot of relatives in New York. We make a trip like this every year. Mother and I mostly go in the summer time."

"Well, farming must prove profitable at that rate. Is there any cause for the farmers com-

plaining and calling on Hoover for help?"

"Some of them complain. But I guess they wouldn't need to if they would study their business. There is a family that bought a farm not very far from ours about a year ago. Went in debt for it. They make ice-cream as a side-line. The whole family works pretty hard, but they are lifting that mortgage right fast."

"I suppose you keep an extra car on your farm for your pleasure driving, don't you?"

"No, we don't. The Ford takes us around wherever and whenever we want to go. Dad says that way one license and one upkeep serves all purposes and he doesn't want the expense of a second car."

Just about that time we got to the summit of Pikes Peak and everyone milled around trying to see the sights thru the clouds. The clouds weren't very accommodating and everybody got chilly unless they had spent two-bits to rent a sheep-skin overcoat before they got to the top. But that is entirely aside from the story. The point is:

An Indiana farmer and his son do diversified farming on 320 acres of sandy loam. He makes money enough so he has been able to give his children the equivalent of a college education. He sends his family away on a sight seeing trip to the best resorts every year and he takes a trip himself. He takes his family into Fort Wayne as many as three times a week to enjoy a show or a concert. It may be that he pays an income tax. Something is wrong somewhere! Page Mr. Hoover!—Traveler.

## Barley Still Graded "D.L.Q." a/c Scab.

It is said that about nine out of ten cars of new-crop barley are being marked "D. L. Q." again this year on account of scab.

Last year, after the movement season was under way, the Washington politicians and foreign diplomats succeeded in augering through an edict that the grading of barley was to be radically altered. The changing of the grading after much had moved to market, been sold to arrive, placed in consumptive channels, in store, exported, etc., was the most serious feature to the trade.

Incidents leading up to the friction between Germany and this country were the 25c decline in the market, on which very few German importers could afford a hedge; the purchase by German importers of an average of 455,000 bushels of barley per \$10,000 capital; and the refusal of German feeders to accept the barley after the importers had taken it at 25c a bushel over the existing cash market.

Sections of the country were quarantined by the German importers, who refused shipments from a majority of the surplus barley producing states.

Suits and counter-suits were filed, and a number of German firms passed out of existence in rapid succession. The situation was at length put up to the London Corn Ass'n, following urgent measures proposed by the Germans for a new set of rules favorable to themselves.

Settlement eventually rests with the British House of Lords, which decision may be expected in the course of the next twelve months. The decision of the House of Lords then becomes the British law.

Opinions existing indicate the Germans have no ground on which even to expect consideration. All evidence of hogs dying as the result of being fed this scabby barley were disproved, both here and abroad.

Apparently the identical growing conditions existed this year as last, but the American farmer is suffering for the folly of the politicians.

**Corn borer** fears have caused the Wisconsin Dept. of Agriculture to establish a quarantine along the northern state boundary to prevent the entry of the pest from Upper Michigan.

## Asked—Answered.

[Continued from page 235]

in the B/L the words "Shipper's weight, load and count," or other words of like purport, indicate that the goods were loaded by the shipper and the description of them made by him; and if such statement be true, the carrier shall not be liable for damages caused by the improper loading or by the non-receipt or by the misdescription of the goods described in the B/L: Provided, however, WHERE THE SHIPPER OF BULK FREIGHT INSTALLS AND MAINTAINS ADEQUATE FACILITIES FOR WEIGHING SUCH FREIGHT, AND THE SAME ARE AVAILABLE TO THE CARRIER, THEN THE CARRIER, UPON WRITTEN REQUEST OF SUCH SHIPPER AND WHEN GIVEN A REASONABLE OPPORTUNITY SO TO DO, SHALL ASCERTAIN THE KIND AND QUANTITY OF BULK FREIGHT WITHIN A REASONABLE TIME AFTER SUCH WRITTEN REQUEST, AND THE CARRIER SHALL NOT IN SUCH CASE INSERT IN THE B/L THE WORDS "SHIPPER'S WEIGHT," OR OTHER WORDS OF LIKE PURPORT, AND IF SO INSERTED CONTRARY TO THE PROVISIONS OF THIS SECTION, SAID WORDS SHALL BE TREATED AS NULL AND VOID AND AS IF NOT INSERTED THEREIN.

## Contract Not Enforceable?

*Grain Dealers Journal:* This last June and forepart of July we bought some 12,000 bus. of wheat from approximately 15 growers. Every man delivered his wheat on time except one. The confirmation read "We now confirm purchase of you of ..... Bus. No. 2 red wheat testing 58 lbs., from approximately 17 acres of ground at \$1 per bu. delivered our elevator on or before July 31, 1929." Signed, J. B. Studebaker.

This man came in our office Aug. 6 and asked to be released from this contract because he had been unable to get his grain threshed by July 31. We told him we would expect delivery now at \$1. He threshed that day and hauled his wheat to another elevator. This man is well worth the amount and many times more. If we started suit would there be a chance of losing?—J. B. Studebaker Elevators, New Carlisle, O.

**Ans.:** Since this contract was not signed by the grower nor any money paid down it cannot be enforced by the grain dealer. On the other hand, if the market had dropped the grower could make the buyer take the wheat, as the grower was in possession of buyer's signature on the contract.

## Receiver Regarding Instructions?

*Grain Dealers Journal:* We shipped four cars of wheat to an Omaha firm on consignment, but before their arrival at Omaha we wired them to divert to Minneapolis. They replied by wire that they thought they could do better by selling for us at Omaha. We replied by wire asking them to advise us grade and bid upon arrival and that we would then advise disposition. They acknowledge receipt of this telegram and state in a letter to us that they will wire us grades and values before selling.

On arrival of the first two cars at Omaha they wired us as instructed and we advised them to sell which they did. On the last two cars, however, it was our intention to divert to Kansas City—that market showing up much stronger for the class of grain in question—but when these last two cars arrived at Omaha they were sold out with no advice to us until after the sales had been made. They now write us that there was no notation on the cards to call us before selling, meaning their office cards.

Had they fulfilled our orders we would have diverted to Kansas City and with the market normal would have made at least 5c per bushel, with the recent upturn in the market the difference would have amounted to considerably more. Is there any recourse against the consignment company?—The Keenesburg Elevator Co., G. T. Huston, mgr., Keenesburg, Colo.

**Ans.:** The receivers of the grain are bound by their letter promising to wire grades and values before selling, and are liable in damages to the shipper.

The difference probably can be settled amicably by correspondence with the firm or secretary of the Grain Exchange or thru arbitration.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Alkabo, N. D., Aug. 15.—Crops are very poor in this section.—Henry DeJardine.

Hutchinson, Kan., Aug. 16.—The corn crop looks very good at the present time.—Grain Belt Elvtr. Co.

South Solon, O., Aug. 14.—Oats crop 10% of normal, wheat crop 5% of normal, corn crop looks very poor. Crop conditions very poor.—Guy Currey & Co.

Sherwood, O., Aug. 15.—Wheat acreage about same as last year, turn out one-half, quality poor. Oats pretty good, good quality. Corn prospects good.—X.

Sturgeon Bay, Wis., Aug. 20.—The farmers in this section are not raising any wheat—they raise corn, oats and barley. They are strong on dairying.—Henry DeJardine.

Rock Creek, Kan., Aug. 12.—Crops are not very good in this locality this year but we had a good rain the 10th which revived them to a great extent.—Louis Puderbaugh.

Dighton, Kan., Aug. 15.—Corn in this immediate territory is badly burned and will give so small a yield that it is doubtful if any of it will move thru the elevators. This is a localized condition, however.—E. W. M.

Havre, Mont., Aug. 20.—Thomas Campbell, largest wheat farmer in the United States and who operates a 30,000-acre wheat ranch, estimates that drought has cut the Montana wheat crop to 30% of normal. The yield per acre is about 14 bus. Most of the wheat has been harvested, he reports.

Springfield, Ill., Aug. 12.—Condition of Illinois corn Aug. 1 was 75% as compared with 72% a month previous, 83% a year ago and the 10-year average of 77%. State production outlook is for 313,736,000 bus. as compared with 367,488,000 bus. produced in 1928 and the 5-year average of 320,656,000 bus. Winter wheat yield is placed at 15 bus. per acre against 14 a year ago and the state production is estimated at 33,369,000 bus. compared with 17,654,000 bus. in 1928 and the 5-year average of 40,654,000 bus. Quality is 86% as compared with 87% a year ago. Spring wheat condition is 75% with an indicated production of 3,298,000 bus. Oats condition is 78% compared with 85% a year ago and the 10-year average of 76%. State production prospect is for 140,258,000 bus. against 174,338,000 bus. a year ago and the 5-year average of 137,839,000 bus. Rye yield is estimated at 15 bus. per acre and the production is estimated at 930,000 bus., compared with 899,000 a year ago. Barley prospect is 79% of normal and the outlook is for 13,549,000 bus. compared with 20,060,000 bus. last season. Soybeans conditions is set at 82% as compared with the 6-year average of 83%. Cowpeas are an average prospect.—Joint U. S. and Illinois crop report.

### Sorghum Crop Report.

The U. S. Dept. of Agriculture's latest report on the grain sorghum crop by states follows: Grain sorghums were helped by rain in New Mexico, but were hurt by the dry weather which prevailed during July in the western portions of Texas, Oklahoma and Kansas, and in eastern Colorado.

State.	Condition Aug. 1.		Production	
	10-yr. avg.	1929, forecast	1929, forecast	1929, forecast
	1918-1927, per cent.	1929, per cent.	1929, forecast	1929, forecast
	1,000 ac.	1,000 ac.	1,000 bus.	1,000 bus.
Mo. ....	99	84	1,649	2,059
Nebr. ....	22	84	471	445
Kans. ....	1,104	80	25,943	20,932
Okl. ....	1,589	78	27,754	26,648
Tex. ....	2,843	78	55,897	54,131
Colo. ....	251	83	2,861	2,018
N. Mex. ....	211	82	3,645	4,036
Ariz. ....	52	89	1,246	1,414
Calif. ....	115	88	3,427	3,395
U. S. ....	6,286	79.6	122,895	115,078

Minneapolis, Minn.—Protein content of wheat received here has been running lower than expected. The Minnesota State Inspection Department reports the average content of 4,664 cars received here for the week ended Aug. 10 was 12.44%, the high being 19.50% and the low 9%. Later receipts of spring wheat, however, are expected to make a higher average.

Hastings, Neb., Aug. 17.—At this writing Nebraska corn needs rain. Weather has been very hot and dry the past 10 days and unless we get rain at once our corn crop will be very short. Conditions around Minden and Holdrege are much worse than here. Rain will do very little good around those points; they are cutting most of their corn for fodder.—Tom Dunn, with Goffe & Carkener.

Madison, Wis., Aug. 14.—Corn condition improved 3% during the hot, dry weather of July while the condition of most other crops declined. The tame hay production is estimated to exceed 7 million tons, a new record. Oats was considerably damaged by rust. Barley made a fair crop and winter grains are very satisfactory, the small acreage of winter wheat making a very fine crop.—Walter H. Ebling, agricultural statistician.

Mercer, Mo., Aug. 15.—Crop conditions generally here are not satisfactory. The hay crop is good but very late and farmers are still putting up hay. Acreage saved for timothy seed is growing smaller each year owing to decreased demand and low prices. Threshing of timothy is progressing rapidly under favorable weather conditions, yields are about average but not up to expectations, quality is fairly good. Oats crop is very short in yield and acreage, quality is fair. Corn acreage has been reduced sharply, condition is about 60% of normal. Wheat acreage is very light and crop unsatisfactory, yields 4 to 12 bus., average not over 8, quality only fair, considerable damage done by weather. Clover condition is good, some seed in first cutting and second cuttings promise a good yield under favorable weather conditions to mature the crop.—Alley Grain Co., A. A. Alley.

Lansing, Mich., Aug. 12.—Michigan crops declined no more than the average during July and as such declines are allowed for, the estimates on Aug. 1 show no marked changes, says the Michigan crop report. The July 1 estimate of 46,308,000 bus. of corn stands, or about 10 million bus. less than the ten-year average. Wheat yield is set at 18.6 bus. per acre, or 1.2 bu. more than the average, and the estimate of 16,889,000 bus. is about two and three-quarters millions larger than last year. The oats appear below average, the forecast is for a crop of 46,600,000 bus., equivalent to 31 bus. per acre, the early crop being expected to thresh more than estimated as of July 1. For barley the forecast is for 6,157,000 bus., which is smaller than the July 1 estimate and about 2 million less than the 1928 harvest. The rye crop is estimated at 2,208,000 bus. The state's hay situation promises the largest crop on record and a crop of excellent quality.

Minneapolis, Minn., Aug. 21.—During the past week the weather has been dry and quite favorable for harvesting, consequently a great deal has been done, and indications are that it will be completed generally in about ten days or two weeks. In South Dakota generally the corn is in fair shape but needs rain badly and there is some question as to whether it will be matured before frost. As a matter of fact, a few points report some damage by frost already, although nothing serious. Nevertheless corn has deteriorated a little in the past week. The flax crop generally throughout the Northwest has gone back during the past week and we are afraid it will not produce a very good crop. Oats in general also are a very light crop and the majority of our reports would indicate that very few oats will be shipped, as they will be needed for feed and seed at local points. Some stations will have to have oats shipped in this winter for local use. From actual threshing returns from North Dakota, the spring seeded bread wheat is running about 10 bus. per acre, with durum yielding slightly better, oats 18 bus. per acre, barley 17, and rye 12. In South Dakota spring wheat is yielding 10 bus. to the acre, durum 11, oats 26, barley 20 and rye 11, and in Minnesota wheat 15, oats 39, barley 29, and rye 17. We only have a few reports on durum which would indicate that durum was running slightly better than the spring wheat.—The Van Dusen Harrington Co., T. P. Heffelfinger.

Washington C. H., O., Aug. 15.—This year's wheat crop just thru harvest and was only a fair yield. No wheat here last year.—X.

Shelby, O., Aug. 17.—Acreage practically the same as last year, with condition three times as good. None plowed up.—X.

Springfield, Col., Aug. 8.—Rains are putting ground in fine shape for the new crop. A lot of the plowing has already been done and the soil is in fine shape to absorb the moisture. It is coming at the right time to be very beneficial to the row crops, which are next in line to be harvested.—D. W. M.

Springfield, Ill., Aug. 21.—Fine cool weather prevailed during the week, with scattered showers at the beginning. Threshing is well along. Corn needs warmer weather generally, and corn, meadows and pastures need moisture in many areas. Some corn in the northern division has reached the roasting ear stage. There is a good crop of soybeans.—Clarence J. Root, meteorologist.

Jefferson City, Mo., Aug. 12.—Missouri 1929 crop prospects are for smaller yields than 1928, says the state report today. All crops were needing moisture at the beginning of August, yet rains have generally been local since the first of the month. Very little plowing for wheat has been done. Aug. 1 corn was estimated at 67%, indicating 139,667,000 bus. from 5,634,000 acres as compared to 181,540,000 bus. on 6,260,000 acres in 1928. The corn acreage is the smallest since 1894. It is irregular and late. Wheat yields average 10 bus. on 1,870,000 acres compared to 18,999,000 bus. from 1,496,000 acres in 1928. Quality is generally inferior and much cheat is present. The oats crop indicates 34,890,000 bus., averaging slightly under 25 bus. per acre on 1,416,000 bus. against 47,768,000 bus. last year from 1,706,000 acres yielding 28 bus. Missouri hay crops are the most favorable, indicating 5,893,000 tons of all kinds of tame hay compared to 4,183,000 tons in 1928. Seed clover crop good. Soybeans, cowpeas and kafirs more promising.

Helena, Mont., Aug. 12.—Practically all Montana crops showed marked deterioration on Aug. 1 as compared with July 1 as a result of heat and drought. No July since 1919 has been so unfavorable as the past July. Production of all spring wheat is indicated at 31,190,000 bus., compared with 51,591,000 bus. on July 1 and 65,068,000 bus. last year and the 5-year average crop of 42,694,000 bus. The corn crop was forced by heat and except where fields dried out in July could improve with August moisture. Corn is estimated at 59% of normal as compared with 76% for the 10-year average on Aug. 1, and an estimated yield of 4,041,000 bus. as compared with 5,206,000 bus. in 1928 and a 5-year average production of 6,950,000 bus. Oats condition was estimated at 48% compared with 67% for the 10-year average condition and an indicated yield of 12,768,000 bus. Barley condition is placed at 55%, compared with 69% for the average and the estimated yield is placed at 4,787,000 bus. The estimated acreage yield of rye is 12 bus. per acre as compared with 11 bus. for the 10-year average and the estimated yield is 1,332,000 bus. Flax lost considerable acreage by drought. The bean crop, especially on dry land, was hurt by heat and drought.—Jay G. Diamond, senior agricultural statistician.

### Flaxseed Crop Report.

The U. S. Dept. of Agriculture's latest report on the flaxseed crop by states follows:

The decline of 2,000,000 bus. since a month ago, due almost entirely to drought in North Dakota and Montana. The August first condition of the crop was the lowest for that date since 1919. Notwithstanding the rather large acreage planted, the total production seems likely to be the lowest since 1923.

State.	Condition Aug. 1.		Production	
	10-yr. avg.	1929, forecast	1929, forecast	1929, forecast
	1918-1927, per cent.	1929, per cent.	1929, forecast	1929, forecast
	1,000 bus.	1,000 bus.	1,000 bus.	1,000 bus.
Wis. ....	86	86	123	100
Minn. ....	84	75	7,156	4,472
Iowa ....	86	88	131	119
Mo. ....	84	79	*20	52
N. Dak. ....	76	52	10,255	8,024
S. Dak. ....	82	59	3,925	3,626
Neb. ....	88	80	57	174
Kans. ....	76	78	258	140
Mont. ....	63	45	1,313	1,272
* U. S. ....	75.4	57.8	23,243	17,979

\*Short time average.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Shelby, O., Aug. 17.—Very little old wheat remaining in farmers' hands.—X.

Sherwood, O., Aug. 15.—Very little of any grain in farmers' hands—sold close.—X.

Urbana, O.—A very small amount of wheat is in the hands of the farmers here.—J. I. Blose.

New Orleans, La., Aug. 19.—August's half month total of 26,294 tons of wheat loaded at St. Louis for shipment to this place is beginning to reach this port.

Dighton, Kan., Aug. 15.—About 60 per cent of the wheat has been moved. Farmers are disposed to hold at present prices and unstable market condition.—E. W. M.

Medicine Hat, Alberta.—The first car of new wheat in western Canada was received at the local mill of the Maple Leaf Milling Co., Ltd., Toronto. The sample graded No. 2 Northern and weighed 60½ lbs. per bu.

Quebec, Que.—Quebec exported 3,587,273 bus. of grain during the first six months of the calendar year and St. John exported 22,622,984 bus. No exports were made from St. John during May or June, that business being transferred to Montreal.

Ottawa, Ont., Aug. 15.—Grain shipments thru the Great Lakes and St. Lawrence canals showed a sharp decline during July. Wheat shipments amounted to 16,008,143 bus. as against 40,843,865 bus. for July, 1928. Other grains decreased by 2,056,503.

Mercer, Mo., Aug. 15.—Timothy seed is moving out as threshed and marketing will soon be completed. Old crop of corn is about depleted and shipping in now to supply local requirements. Looks as tho this section will need to ship in corn all next season.

Milwaukee, Wis., Aug. 13.—Records for grain receipts in Milwaukee were broken Aug. 12 when 753 carloads were received. The previous record was 661 cars on Sept. 21, 1914. The business yesterday was: Wheat, 207 cars; oats, 231; corn, 51; barley, 252, and rye, 12. The grain totaled 1,400,000 bus.

Vancouver, B. C.—Receipts, in bushels, of grain at Vancouver and New Westminster, B. C., for the crop year ended July 31 were: Wheat, 97,451,949; oats, 795,712; barley, 610,820; and rye, 346,179, as compared with wheat, 83,434,426; oats, 584,945; barley, 57,961; and rye, 335,820 for the crop year ended July 31, 1928.—E. A. Ursell, statistician, Board of Grain Commissioners for Canada.

Fort William-Port Arthur, Ont.—Receipts in bushels at this point during the crop year ended July 31 were: Wheat, 320,455,930; oats, 31,597,036; barley, 45,016,131; flaxseed, 2,346,240, and rye, 8,122,716, as compared with wheat, 261,313,956; oats, 22,118,780; barley, 23,712,455; flaxseed, 3,361,734, and rye, 11,941,239 for the crop year ended July 31, 1928.—E. A. Ursell, statistician, Board of Grain Commissioners for Canada.

Galveston, Tex., Aug. 13.—Exports of wheat cleared from this port during July totaled 3,906,023 bus., compared with 887,333 bus. for July, 1928, or an increase of 3,018,690 bus. Exports of kafir corn for July were 122,142 bus., compared with 34,285 bus. for the same month a year ago. The on board ship but not cleared total of wheat was 554,000 bus. on the last day of July. Fifty thousand bus. of barley were exported during the month.

Montreal, Que.—Receipts at Montreal for July were wheat 10,378,516 bus., corn 21,391 bus., oats 1,463,593 bus., rye 406,202 bus., barley 2,719,608 bus. and flaxseed 163,292 bus., compared with wheat 25,646,395 bus., corn 137,728 bus., oats 4,348,023 bus., rye 968,408 bus., barley 499,819 bus. and flaxseed 199,312 bus. in July, 1928. Shipments during July were wheat 14,408,786 bus., corn 8,264 bus., oats 1,283,300 bus., rye 673,189 bus., and barley 3,506,194 bus., compared with wheat 19,487,778 bus., corn 26,268 bus., oats 4,345,748 bus., rye 1,549,449 bus., and barley 1,546,623 bus. in July, 1928.

Ottawa, Ont., Aug. 15.—Wheat exports from Canada for the crop year ended July 31 established a new record. The total was 354,500,000 bus., an increase of 65,000,000 bus. or 22.6% over the previous high exports of 289,000,000 bus. for the crop year 1923-1924. The value of the wheat was \$387,500,000, an average of \$1.09 3/10 a bu. These figures were exceeded only in 1925-1926 when the average price was \$1.45 6/10 a bu. resulting in an export value of \$401,306,000 for 275,500,000 bus.

Loading of grain and grain products for the week ending Aug. 3 were 74,875 cars, the highest ever reported in any one week. The previous record was 72,516 cars loaded during the week ended Oct. 27, 1924. Loadings for the week ended Aug. 3 showed an increase of 19,028 cars over the corresponding week last year and an increase of 23,036 cars over the same period in 1927. In the Western district loadings totaled 53,745 cars, an increase of 13,174 over the corresponding period in 1928. Loadings of grain and grain products for the week ended July 27 were 70,076 cars as compared with 55,305 cars for the corresponding week of 1928.

St. Joseph, Mo.—July wheat receipts at St. Joseph totaling 3882 cars, represented over 100% gain over the previous high monthly record. A new daily record of 554 cars was set, which was about 225% of the previous daily wheat total. July arrivals of all grains totaled 6,617,500 bus., which exceeded the previous monthly total of 4,229,050 bushels established Aug., 1924. Rapid use was made of St. Joseph's increased elevator capacity. On Aug. 19, a total of 6,162,035 bus. of wheat was stored in St. Joseph, compared to 5,467,151 bus. the previous week and 2,100,966 bus. a year ago. Total storage of all grains on Aug. 19 was about 6,400,000 bus., compared to the capacity on that date of the industries of 8,257,000 bus. The Larabee storage increase now about completed will make room for 1,000,000 more wheat.—T.

## Outside Buyers Needed.

There is quite a lot of grain sitting around here that has been here a week or ten days. No. 2 wheat was selling here today on the basis where it could be carried on track until September 24th, when track deliveries would be in order, and could be sold then at a very nice profit. Of course, it would tie up the railroad equipment, and the chances are there would be a strenuous effort made to force its movement before that time, but it just shows the actual conditions here, and with over 24,000,000 bus. of wheat in elevators, and with about the same amount going out as is coming in, we are not gaining anything, in our position.

What we need is some buying from outside interests to move this accumulation, before we can have any reason to expect any better basis compared with the futures.—Shannon Grain Co., Kansas City, Mo.

## Buckwheat Crop Report.

The U. S. Dept. of Agriculture's latest report on the buckwheat crop, by states, follows:

State.	Condition Aug. 1.			Production	
	10-yr. avg.			1929, forecast from	
	Acreage, 1918-1929, total, 1,000 ac.	1929, per cent.	1929, per cent.	Harvested, average, 1,000 bus.	1929, forecast from, 1,000 bus.
Me. ....	15	91	90	315	358
Vt. ....	2	91	80	61	41
N. Y. ....	230	88	80	4,216	4,232
N. J. ....	1	87	75	77	18
Pa. ....	205	88	77	4,394	3,788
Ohio ....	37	86	87	490	724
Ind. ....	15	84	79	233	231
Ill. ....	5	84	81	81	71
Mich. ....	58	82	78	724	792
Wis. ....	21	86	84	376	326
Minn. ....	67	84	71	1,012	832
Iowa ....	6	86	83	108	90
Mo. ....	1	82	90	15	15
N. Dak. ....	8	81	50	*108	76
S. Dak. ....	18	81	65	162	205
Nebr. ....	1	86	90	15	15
Del. ....	2	86	82	62	33
Md. ....	7	86	68	166	114
Va. ....	17	87	89	305	348
W. Va. ....	40	89	83	668	780
N. C. ....	10	89	76	188	167
Ky. ....	14	85	68	126	176
Tenn. ....	3	85	86	54	55
U. S. ....	783	87.1	78.6	13,949	13,487

\*Short time average.

Chicago, Ill., Aug. 24.—Corn crop conditions for past week in Iowa were: Moisture insufficient but condition generally satisfactory; some of first planted beginning to dent and will make good yield even without any more rain, but late planting especially in need of rain; acreage 100; condition 95. Last year acreage 100; condition 100. ILLINOIS: Condition varies; some sections complain of insufficient moisture, some report sufficient moisture but nights too cool for rapid development; however, condition generally satisfactory; acreage 90; condition 85. Last year acreage 105; condition 85. SOUTHERN STATES: Progress generally good; early corn matured and harvested some sections late corn needs moisture in some localities; acreage 100; condition 95. Last year acreage 110; condition 80.—L. A. Downs, pres., Illinois Central System.

Winnipeg, Man., Aug. 10.—General condition of the wheat crop in the prairie provinces has not changed seriously for the worse since the last report of July 20 and some districts report a distinct improvement. While there has been no general rain and 105 points have had no rain, 191 points have had light rains, 205 points still need rain and some of the points answer that it is too late for rain to do any good. Wheat cutting will be general in Manitoba from Aug. 15 to 18; in Saskatchewan from Aug. 19 to 28, and in Alberta from Aug. 18 to 20. Out of 85 replies in Manitoba 14 report no rains and 66 need rain, claiming moisture can still help feed grains and pastures. Twenty-four points report wheat plowed down, two points estimating it at 10%. In Saskatchewan out of 149 replies 61 points reported no rain; 77 light rains or showers; 105 need rain, but 39 points don't want rain, saying it would be too late to do any good and would delay harvesting. Wheat has been plowed down at 62 points, a few estimating 5 to 10 per cent. In Alberta 30 replies out of 90 report no rain; 62 need rain and a number state it is too late for rain to do any good. Wheat is reported plowed down at 48 points and of these 5 claim 25% or more, one going as high as 33%. Like Saskatchewan some report none plowed because land is too dry. Stem rust is reported at 6 points. Summer fallow crops are reported in better condition in all three provinces. Oats generally are reported in poor condition due to drought. Cutting of barley will be general around Aug. 15 to 25 and similar dates are set for oats.—Manitoba Free Press.

Topeka, Kan., Aug. 10.—The average acre yield of Kansas winter wheat this year is estimated at 11.7 bus., compared with 17.0 last year and a 10-year average for 1918-1927 of 13.0. On a basis of 11,268,000 acres for harvest the total production is estimated at 131,836,000 bus. Last year's crop amounted to 177,361,000 and the 5-year average, 1923-1927, has been 116,443,000 bus. Threshing returns were decidedly disappointing in the binder territory of eastern Kansas but in the Southwest the yield was above the expectations of a month ago. Quality is rated at 85% this year, 86% in 1928 and a 10-year average of 89%. Kansas corn on Aug. 1 rated a condition of 74% of normal compared with 90% a year ago and a 10-year average up to 1928 of 73%. This condition reflects only part of the damage from the excessive heat wave at the end of July and first of August. The effect of this heat is largely taken care of in the forecast par basis used in interpreting the conditions into a potential crop of 127,253,000 bus. Last year's corn crop amounted to 179,118,000 bus. and the average of the five years previous has been 120,170,000. Oats production is estimated at 29,326,000 bus., a yield of 24.5 bus. per acre on 1,197,000 acres. Last year's crop was estimated at 29.0 bus. per acre on 1,301,000 acres for a crop of 37,729,000. The previous five-year average was 34,844,000. Barley is forecast at 14,231,000 bus. compared with 17,661,000 last year and a 1923-1927 average of 8,539,000 bus. Spring wheat forecast is 484,000 bus.; last year, 472,000 bus. Flax estimate is for 140,000 bus. this year compared with 172,000 in 1928. The rye crop is estimated at 325,000 bus. compared with last year's 518,000. Grain sorghum condition is 79% on Aug. 1 compared with 73% a month ago and 87% a year ago. A potential crop of 20,932,000 bus. is suggested compared with last year's 28,633,000 and 32,487,000 bus. in 1927.—Kansas State Board of Agriculture.

Bargersville, Ind., Aug. 8.—The Bargersville Grain Co. recently received 72,000 bus. of wheat in one day at its elevator here, a record for this section.



## Program G. D. N. A. Meeting at Peoria

The tentative program for the thirty-third annual convention of the Grain Dealers' National Association, to be held at Peoria, Ill., on October 14, 15, and 16. Headquarters, Hotel Pere Marquette.

### MONDAY, OCTOBER 14, 9:30 O'CLOCK.

Call to order by President A. S. MacDonald.  
Singing—Jerry McQuade.  
Invocation—Rev. B. G. Carpenter.  
Address of Welcome on behalf of the City of Peoria—Hon. Edward N. Woodruff, Mayor.  
Address of Welcome on behalf of the Peoria Board of Trade—Edward Sands, President.  
Response on behalf of the Grain Trade—Edgar W. Thierwechter, Oak Harbor, O.  
President's Annual Address—A. S. MacDonald, Boston, Mass.  
Report of the Secretary-Treasurer—Charles Quinn, Toledo, O.

Special—Attendance Prizes.

Presentation of Booster Prizes.

Appointment of Convention Committees.

### TUESDAY, OCTOBER 15, 9:30 O'CLOCK.

Singing—Jerry McQuade.  
Address—"Trading in Mill Feed Futures"—J. H. Caldwell, President of the Merchants' Exchange, St. Louis, Mo.

Discussion—Shall the word "Feed" be added to the name of the Grain Dealers' National Ass'n, making the name hereafter read "Grain and Feed Dealers' National Ass'n?"

Address—"Heavier Loading of Cars"—M. J. Gormley, Chairman of the Car Service Division of the American Railway Ass'n, Washington, D. C.

Transportation—Henry L. Goemann, Chairman, Mansfield, O.  
Legislation—James L. King, Chairman, West Chester, Pa.

Crop Reports—Harold L. Gray, Chairman, Crawfordsville, Ind.  
Membership—Leo Potishman, Chairman, Fort Worth, Tex.

Rejected Applications—W. J. Edwards, Chairman, St. Louis, Mo.

Arbitration Appeals Committee—W. W. Manning, Chairman, Fort Worth, Tex.

Arbitration Committee No. 1—O. F. Bast, Chairman, Minneapolis.

Arbitration Committee No. 2—F. G. Coe, Chairman, Chicago.

Arbitration Committee No. 3—F. J. Schonhart, Chairman, Buffalo.

Arbitration Committee No. 4—E. W. Crouch, Chairman, McGregor, Tex.

Arbitration Committee No. 5—Frank A. Theis, Chairman, Kansas City.

Arbitration Committee No. 6—S. C. Armstrong, Chairman, Seattle.

Feed Arbitration Committee—M. C. Burns, Chairman, Buffalo.

Special—Attendance Prizes.

### WEDNESDAY, OCTOBER 16, 9:30 O'CLOCK.

Singing—Jerry McQuade.  
Address—"The Hoch-Smith Resolution and the Resulting Problems"—Hon. John E. Curtiss, Chairman of the Nebraska State Railway Commission, Lincoln, Nebr.

Address—"Trading in Cotton Seed and Cotton Seed Meal Futures"—C. P. Reid, Memphis, Tenn.

Address—"Problems Connected with the Grading of Grain"—H. J. Besley, in charge of the Grain Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

Uniform Grades—Geo. C. Martin, Jr., Chairman, St. Louis, Mo.

Trade Rules—S. P. Mason, Chairman, Sioux City, Iowa.

Grain Products Committee—W. O. Fehling, Chairman, Philadelphia.

Unfinished Business.

Report of Convention Committees.

Election and Installation of Officers.

New Business.

Special—Attendance Prizes.

### Entertainment.

#### FOR THE LADIES:

Monday afternoon, Oct. 14—Drive around Peoria. Luncheon and bridge party at Peoria Country Club.

Monday afternoon, Oct. 14—Golf tournament, Peoria Country Club course. All golf enthusiasts are invited to take part in this tournament. Players will compete for the handsome trophy given by the Boston Grain and Flour Exchange at the last annual convention. The player who wins this trophy twice will obtain permanent possession. W. Howard Mitchell of Boston had the lowest score last year.

Monday night, Oct. 14—President's ball, ball room, Pere Marquette Hotel.

Tuesday afternoon, Oct. 15—Theater party.

Tuesday night, Oct. 15—Annual banquet, ball room, Pere Marquette Hotel.

#### FOR THE MEN:

Monday afternoon, Oct. 14—Trip through the Corn Products Refining Company's plant at Crescent, Ill.

Monday night, Oct. 14—President's ball, ball room, Pere Marquette Hotel.

Tuesday afternoon, Oct. 15—Ball room, Pere Marquette Hotel. Skit by Ted Branson and his troupe of Salina, Kans. Other novelty features.

Tuesday night, Oct. 15—Annual banquet, ball room, Pere Marquette Hotel.

## Low Fares to Peoria Convention.

All passenger ass'ns in the United States have granted a fare and one-half rate for a round trip from any place in the country to Peoria, Ill., for the annual convention Oct. 14, 15 and 16, of the Grain Dealers National Ass'n. There are no strings attached to the concession and no red tape to be followed in obtaining the special rate.

An identification certificate will be sent to each member of the ass'n several days before the convention. This certificate the member presents to the ticket agent in the member's home town when he asks for a round trip ticket.

Presentation of the ticket to be stamped at the Peoria station is the only other requirement to obtain the special rate.

Officials of the National Ass'n are preparing for a banner attendance at the meeting.

Corn suffers from temperatures of 60 to 40 degrees during the last few weeks before the plant is fully ripe, experiments on the Funk farm near Bloomington, Ill., have shown. If corn becomes chilled during the time the kernel is changing from milk to dough and the starch and sugar from the stalk are being taken into the ear this process is retarded or halted and light corn results. These facts were disclosed in an effort of the U. S. Dept. of Agriculture to develop cold resisting varieties. Using an electric refrigerator rigged up so that it can be placed on the corn and temperature controlled, experimenters are meeting success in the developing of varieties that will withstand any ordinary cold spell of the corn belt.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Aug. 30. Ohio Grain, Mill and Feed Dealers Ass'n outing and family picnic at Kingsville, Ontario.

Sept. 5-6, Mutual Millers & Feed Dealers Ass'n, Conneaut Lake Park, Pa.

Oct. 14-16—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

## Corn Squeeze a Remote Possibility.

With the September corn future selling persistently 5 to 7 cents over the December, when a normal price would be a few cents under, it leads to inquiry whether that future has been oversold and whether there will be a squeeze late in the month.

The open interest at one time was very large, but has been reduced to 16,000,000 bus., which however, could not be satisfied by the stock of contract grade in Chicago elevators, less than 500,000 bus., against 9,000,000 bus. a year ago.

The open interest, however, is being reduced 100,000 to 500,000 bus. daily, in the September future, and in the 30 trading days remaining it will be possible to even up all trades, unless some large investor insists upon delivery.

The directors of the Board of Trade officially denied rumors that they would permit, during the entire month of September, the delivery of grain in cars on contract. They will deal with any such emergency when it arises, they declare; and they deplore the circulation of such rumors, which are harmful to the market.

The situation is not one to encourage those who have sold the September as a hedge to postpone buying in their contracts until the last day.

## Ohio Dealers Plan Family Picnic.

The progressive members of the Ohio Grain, Mill & Feed Dealers Ass'n will take a boat trip to Kingsville, Ontario, Canada, on Aug. 30.

The crowd will board the palatial steamer "Greyhound" at Toledo by ten in the morning. Picnic luncheons will be in order.

Dancing while sailing over the blue waters of Lake Erie will be a feature of the boat ride, the music to be furnished by a famous, peppy orchestra of broadcasting renown.

At Kingsville, the large crowd will be driven out to the Garden Lounge Grove Dale Picnic Grounds, a beautiful Gypsy Camp.

After luncheon, either at the picnic grounds or on the boat, automobiles will be ready to drive the ladies and children to Jack Minor's Wild Game Sanctuary. The party later will enjoy dancing on the smoothest dance floor in Canada, the new "terrazzo floor." Music will be furnished by the "Gypsy Barons," radio stars from WWJ.

Returning, the steamer will leave Kingsville in the early evening, and after a pleasant ride across Lake Erie the party will arrive in Toledo. All meals will be available aboard the boat, if desired.

"Take a day off and get the old wheat and oats dust out of your system by a trip across Lake Erie," invites Sec'y "Bill" Cummings.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

WHEAT.															
	Aug. 10	Aug. 12	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23	Aug. 24	Aug. 25
Chicago	135 1/2	131 1/2	131 1/4	133 3/4	135	139 1/2	141 1/2	138 1/4	137 1/2	131 1/2	131 1/2	131 1/2	131 1/2	133 3/4	132 3/4
Kansas City	130 1/2	126 3/4	127 1/2	129 1/2	131 1/2	135 1/2	136 1/2	133 1/2	132 1/2	127 1/2	126 1/2	128 1/2	128 1/2	128 1/2	126 3/4
St. Louis	131 1/2	128 1/2	128 1/2	131 1/2	131 1/2	136 1/2	137 1/2	135 1/2	132 1/2	128 1/2	127 1/2	129 1/2	129 1/2	129 1/2	127 1/2
Minneapolis	136 1/2	132 1/2	133 1/2	135 1/2	137 1/2	141 1/2	143 1/2	140 1/2	139 1/2	134 1/2	133 1/2	136 1/2	134 1/2	134 1/2	131 1/2
Duluth (Durum)	122 1/2	117 1/2	118 1/2	121 1/2	122 1/2	130 1/2	132 1/2	129 1/2	126 1/2	122 1/2	120 1/2	122 1/2	122 1/2	121 1/2	121 1/2
Winnipeg*	155 1/2	152 1/2	152 1/2	154 1/2	156 1/2	164 1/2	167 1/2	164 1/2	161 1/2	155 1/2	153 1/2	156 1/2	156 1/2	155 1/2	155 1/2
Milwaukee	135 1/2	131 1/2	131 1/2	133 1/2	135 1/2	139 1/2	141 1/2	138 1/2	137 1/2	132 1/2	131 1/2	133 1/2	133 1/2	132 1/2	132 1/2
CORN.															
Chicago	102 3/4	100 1/4	98 1/4	100 1/2	101 1/4	103 3/4	103 3/4	102 3/4	103 1/4	102 3/4	101 1/4	101 1/4	101 1/4	102 1/4	102 1/4
Kansas City	100 1/2	98 3/4	97 1/4	100 1/2	101 1/2	103 3/4	104	102 1/2	103 1/4	102 3/4	102 1/4	102 1/4	102 1/4	103 1/4	101 1/4
St. Louis	101 1/2	101 1/2	100 3/4	103	103	104 1/4	105 1/4	104 3/4	104 3/4	103 3/4	104 1/2	103 3/4	103 3/4	103 3/4	103 3/4
Milwaukee	102 1/2	100 1/4	98 1/4	100 1/2	101 1/2	103 3/4	103 3/4	103 3/4	103 3/4	102 3/4	102	101 1/4	101 1/4	102 3/4	102 3/4
OATS.															
Chicago	48 1/4	46 1/2	45 1/2	46 1/2	47 1/2	49 1/4	49	48 1/2	47 1/2	47 1/2	46 1/2	47	46 1/2	46 3/4	46 3/4
Minneapolis	45 1/4	44	43	44 1/2	45	45 1/2	45 1/2	45 1/2	45 1/2	43 1/2	43 1/2	44	44	43 1/2	43 1/2
Winnipeg*	70 1/2	69	68 1/2	69	70	71 1/2	71 1/2	70 1/2	69 1/2	68 1/2	68 1/2	70 1/2	70 1/2	70 1/2	70 1/2
Milwaukee	48 3/4	47	46	47	47 1/2	49 1/4	49 1/2	48 1/2	47 1/2	47 1/2	46 1/2	47 1/2	47 1/2	46 3/4	46 3/4
RYE.															
Chicago	108	105	104 1/4	106	106 1/2	108 1/4	108 3/4	106 1/2	105 3/4	102 3/4	103 3/4	104 1/4	103 3/4	103 3/4	103 3/4
Minneapolis	103	100 1/2	99 1/2	101 1/2	102	104 1/4	103 3/4	101 1/2	101 1/2	98 1/2	99 1/2	101 1/4	101 1/4	100	100
Duluth	103 1/2	100 1/2	100 1/2	101 1/2	101 1/2	103 1/2	103 1/2	101 1/2	100	98 1/2	99 1/2	101	101	100 1/2	100 1/2
Winnipeg*	116 1/2	113	113 1/2	114	115 1/2	116 1/2	117 1/2	115 1/2	114 1/2	110 1/2	110 1/2	112 1/2	112 1/2	111	111
BARLEY.															
Minneapolis	65 1/4	64	63	64 1/4	64 1/2	65 3/4	65	63 3/4	63 3/4	63 3/4	63 3/4	64 1/2	64 1/2	64 1/2	64 1/2
Winnipeg*	83 3/4	81 3/4	81 1/2	81 1/2	82 1/2	83 3/4	83 3/4	80 3/4	80 3/4	79	78 1/4	79 1/4	78 3/4	78 3/4	78 3/4

\*October Future.



### A. E. Reynolds Passes On.

A. E. Reynolds of Crawfordsville, Ind., long a leader in constructive work for better business conditions in the wholesale grain and grass seed trades has gone to his long rest. No man ever worked more zealously or more unselfishly for the common interests of his brother dealers than Ed. Reynolds. He will be greatly missed in the councils of the trade and long mourned by a host of admiring friends.

Suffering intense pain from a lodged gall stone Mr. Reynolds became unconscious at Evansville, Ind., Aug. 4. Later he was removed to his home in Crawfordsville and was thot to be recovering until the morning of Aug. 13 when his condition took a turn for the worse and he died that afternoon. His funeral three days later was attended by men prominent in various lines from many distant points.

For twenty-six years he had been a dominant figure in the work of the Indiana Grain Dealers Ass'n and the Grain Dealers National Ass'n. He was the second president of the Indiana Grain Dealers Ass'n 1903 to 1905 and served it energetically in many capacities thereafter.

After serving the Grain Dealers National Ass'n on various important committees and as director he was elected its President at the Cincinnati Convention in October, 1907. He was re-elected at the St. Louis Convention the following year. In 1909 he was appointed Chairman of the National Ass'n's Legislative Com'ite and under his guidance the com'ite accomplished so much in the interest of the

grain business that friends of the trade insisted upon his continuing his splendid work. He served the grain trade in this capacity for seventeen years and thru consummate tact and industry secured helpful and defeated antagonistic legislation that will benefit grain dealers thru many years to come. His thoro knowledge of every department of the grain and seed business and his keen insight into the working of laws as well as his ability to present the grain dealers' side of every controversy in a clear, forceful manner invariably won his point to the great advantage of the grain trade at large. Earnest and straight forward in all his dealings he thoroly believed in the efficacy of trade ass'n work. He gave it liberal financial support and active personal assistance. Altho he had withdrawn from the Legislative Com'ite in 1926 he was quick to reenlist in the cause of the trade last spring, when upon returning from six months in Europe he found the grain elevator business threatened with unfair legislation. Broad and fair minded, never handicapped with narrow prejudice or bitter bias he was always quick to analyze every problem and get to the heart of the trouble. His practical suggestions and clear reasoning saved the different trade and business organizations with which he was long actively identified from many embarrassing and expensive experiences. He never hesitated to sacrifice himself for the interest of the many, as was clearly proven by his withdrawal from candidacy for the Presidency when his approaching election at Milwaukee convention threatened to estrange a section of the Kansas trade, and he joined

heartily in supporting a Nebraska dark horse for the Presidency of the National Ass'n.

An ardent advocate of the fair deal, Ed Reynolds gladly joined with the promoters of the Grain Dealers National Mutual Fire Insurance Co., at their first meeting in the Grand Pacific Hotel, Chicago, 27 years ago this month and gave much of his time to the cause of the company. He had served the company continuously since its organization as director, vice-president and president. His deep sympathy with country elevator owners who had long paid exorbitant rates for fire insurance without getting the needed protection made him an enthusiastic exponent of the mutual plan of correcting fire hazards and apportioning the insurance cost to the hazards of each risk.

Through all the intervening years he gave unstintingly of his time and best thought to the cause of dependable insurance at cost for owners of country elevators. He carefully studied the fire hazards of his own elevators and promptly corrected them. He took real pride in equipping each elevator so as to render a maximum service to its customers. His elevators were painted frequently, all of a deep orange color and made attractive on the outside as well as inside. He made them look the prosperous and progressive business institution they are today. By enterprise and fair dealing he won the admiration and commendation of the communities served. Always intensely in earnest he seems to have found little time for play.

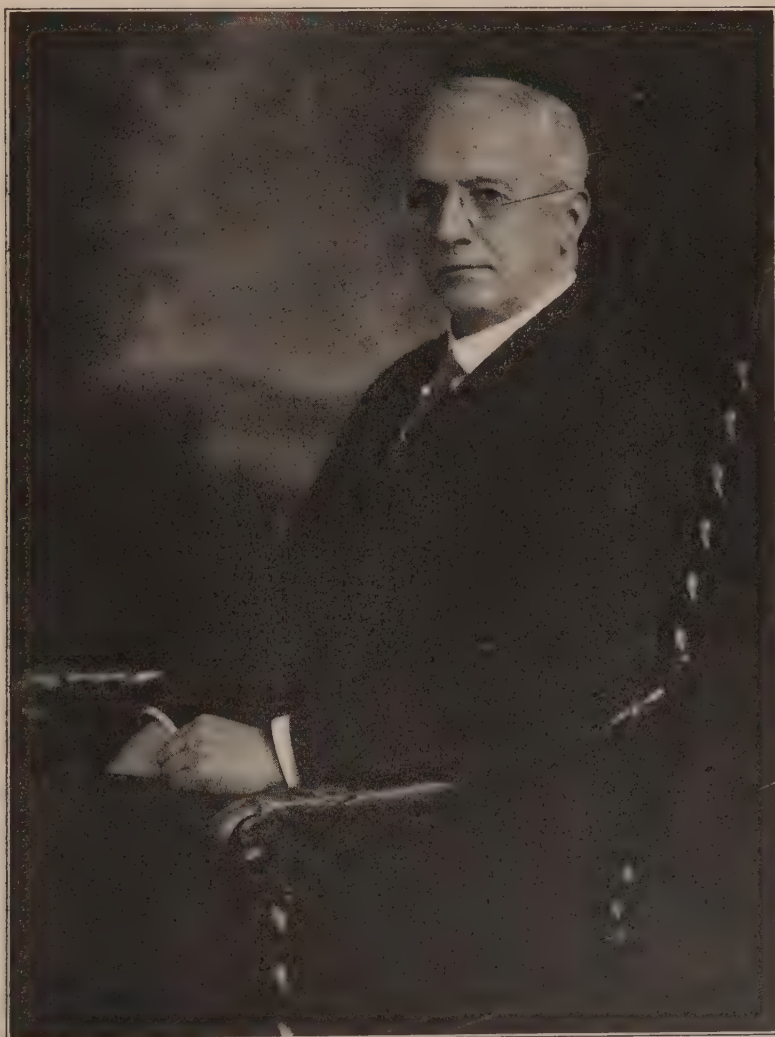
Andrew Edward Reynolds was born near Romney, Ind., Dec. 28, 1859, and spent his boyhood days on his father's farm. After graduating from Wabash College he engaged in the grain business with B. F. Crabbs at Crawfordsville. The business grew and expanded and twenty years later the Crabbs Reynolds Taylor Co. was formed. The company branched out into the wholesale grass seed business and today operates a line of 15 elevators, two large feed mills and large field seed warehouses at Crawfordsville, Evansville, Jersey City, Syracuse and Hammond. His untiring industry and thoro mastery of the details of the various activities of his company contributed largely to its wonderful success.

He was President of the Crabbs Reynolds Taylor Co., of Crawfordsville, President of the Grain Dealers National Mutual Fire Ins. Co., President of the Indianapolis Broadcasting, Inc., Vice-President of the First National Bank, Crawfordsville, Director of the Crawfordsville Trust Co., Director of Monon Railroad, and President of the Crawfordsville Ice & Cold Storage Co. He had served Purdue University as trustee until recently and been a member of the National Council of Defense. In each of his many activities his counsel will be greatly missed.

He is survived by his wife, one brother and two sisters.

Men who came in contact with Ed Reynolds thoroughly believed in him and trusted largely to his judgment. As he seldom supported any movement until he had studied the problems involved, his clear logic and intense sincerity invariably won many supporters to his view. A host of friends in both the grain and grass seed trades esteemed him most highly and point with pride to his many sterling qualities. We quote from a few of the splendid eulogies which have reached us.

ED. REYNOLDS—You were a most loyal friend. I never knew a better one. You knew things that the average grain man did not know; things that he did not understand. You were a constructive builder in every department of life; it was not what will do, but, what is best. Simply to know a thing did not satisfy your inquisitive mind, you must know why and how. You were a great leader. Thru all the years I have wondered at your quality of leadership and your ability to guide others and marveled at your many sided attainments.—P. E. Goodrich, Winchester, Ind.



*Reynolds - 1929*



HERE WAS a man who because he had lived well would die well under any circumstances; but he could never die willingly, for life to the last was very sweet. We know he looked forward to many years of usefulness. He was seventy, but he was filled with enthusiasm right up to the moment he was taken ill. We do believe he was one of the most energetic men we have ever met; better still, he energized those about him, and made work the noble thing it really is. It almost seemed at times that work was his religion. Money was not the goal of his life; there was much of the idealist in his make-up, and money was merely the means to an end. Above all, he was a builder, and was happiest when planning or constructing. He was a close student and a clear thinker. Whenever he became interested in a subject he went to the bottom of it. He knew the grain and seed business as few men know it, but that was only one side of him. He seemed to touch almost everything in a vital, intelligent way, and when he took the floor everybody listened. —J. J. Fitzgerald, Indianapolis.

IT IS difficult to express in cold type the warm esteem in which a man is held. He was a close friend of all the members of this firm, as well as many others in Toledo. His death is a severe loss to the trade. Many years will come and go before a stauncher supporter of grain and seedsmen will be found. A. E. Reynolds was a man among men, a friend among friends, and an outstanding figure wherever he went.—Southworth & Co., Toledo.

ED. REYNOLDS did not crave the glory of leadership. He loved to enjoy the consciousness that he had a following. When he believed that a course was right, he entered upon it vigorously. He was impatient with others who did not coincide with him, but never intolerant. Having wide vision he yet failed to see why others could not see. This annoyed, but never led him to open belligerency.—Chas. A. Heath, Chicago.

THE SEED TRADE of the United States has lost an outstanding figure in the untimely death of Mr. A. E. Reynolds of Crawfordsville, Ind. Mr. Reynolds was a man of vision and creative imagination and he possessed the courage to support his convictions. His company and the industry in general have suffered a profound loss.—F. W. Kellogg, Milwaukee.

## Explosion Wrecks Des Moines Elevator Annex.

One of the rare instances of dust explosion in an elevator without a resulting fire occurred at Des Moines, Ia., Aug. 21, when at 1:45 a. m. the cribbed storage annex of the Des Moines Elevator & Grain Co. was wrecked.

The explosion sounded like a clap of thunder, said N. W. Christenson, night watchman, who was in the engine room of the main building, having left the wrecked house 20 minutes before the blast.

A peculiar circumstance is that altho the force was great enough to tear off the upper portions of many of the cribbed bins, the pressure of gases did not blow up the roof. Heavy wheat from the bursting bins falling close to the elevator pushed over two freight cars. The house contained 400,000 bus. of wheat.

The conveyor gallery connecting the annex with the main building, was not damaged. The annex was metal covered except the wall on the side next to the working house was covered with a veneer of tile to reduce the exposure hazard.

Besides blowing out the upper parts of bins on one side the explosion wrecked a part of the lower section of the opposite side of the house.

The loss is estimated at \$80,000; insured; and it is expected the building will be rebuilt.

The only other dust explosion this year reported in a grain elevator was Apr. 26, in the plant of the Soubry Grain Co., at St. Boniface, a suburb of Winnipeg, Man. A large portion of one of the walls was blown away; but no one was injured and the fire that broke out was extinguished by the sprinkler system.

The five dust explosions that occurred in

1927 also were not serious, except the one at Cedar Rapids, Ia., on Jan. 26, when an old 7-story feed mill of the Quaker Oats Co. was destroyed, causing \$150,000 loss. One man was killed and two others badly burned. The four other dust explosions of 1927 were at Blaha Bros. Elevator, Irving, Ia., June 26; Pillsbury Elevator Co., Pillsbury, N. D., Aug. 27; Pillsbury Flour Mills, Atchison, Kan., Dec. 12, and in December a minor explosion in the National Elevator, Ft. William, Ont.

In 1926 there were 8 dust explosions in grain handling plants, as follows:

Jan. 14. Minneapolis, Minn. Sheffield Elevator Co. feed mill. Damage, \$25,000.

Jan. 27. Halifax, N. S. Canadian National Elevator had part of cupola walls blown out.

Jan. . . . Oakland, Calif. Albers Bros. Milling Co. Loss, \$1,500.

Feb. . . . Minneapolis, Minn. Northern Milling Co.'s mill and elevator. Loss, \$150,000.

Apr. 3. Beaumont, Tex. Josey-Miller Co.'s elevator. Loss, \$75,000.

July 8. Kansas City, Mo. Santa Fe Elevator Co. Struck by lightning, and fire followed by two dust explosions. Loss, \$200,000.

July 1. Spearville, Kan. Elevator of C. C. Jennings Grain Co.

Aug. 2. Milwaukee, Wis. Chas. A. Krause Milling Co. Loss, \$200,000.

Garlicky wheat to a total of 3,000,000 bus. was received in the Baltimore market during July. Docking the price heavily for onions would prompt growers to get busy and cut out the offenders.

Elevator handling charges of the Saskatchewan pool for the 1929-1930 season remain the same as for the previous one and are as follows for both graded and special bin storing: wheat 2 cents; oats  $1\frac{1}{4}$  cents; and two cents for barley, flax and rye.



Storage Annex of Des Moines Elevator and Grain Co., Des Moines, Ia., after the Grain Dust Explosion of Aug. 21.



## Need Transit on Soy Beans.

Soy beans are becoming an important factor in the grain and feed trade and should be accorded the full privileges of grain in all eight rate and privilege schedules according to representatives of the grain and feed trade who appeared before a hearing of the Central Freight Ass'n held in Chicago August 20.

Representatives of terminal markets, grain dealers and feed manufacturers were present and emphasized the growing importance of the bean in the grain and feed trade.

A proposed schedule would place soy beans on a basis of wheat except as to transit privileges on beans in and beans out which would be under a charge of 2 cents. Transit would be permitted on the processed products upon a basis similar to wheat products of a similar class but inspection and transit privileges for beans would not be on a wheat basis.

Speakers told of the rapid development of the bean industry and emphasized that the movement of the beans for seed was a very small part of the shipments at the present time.

L. E. BANTA, Traffic Manager, Indianapolis Board of Trade: Speaking for the Board of Trade and the grain and milling industry of Indianapolis in general I request that beans be treated on the same basis as grain through transit privileges are necessary for the proper handling of the beans which must be gathered and stored the same as any farm product. We must prepare to handle them on the same basis as grain and prepare for inspections of the shipments which are bound to come and be developed on the same basis as now govern grain. We have transit privileges on them at Indianapolis now.

D. J. SCHUH, executive sec'y, Cincinnati Board of Trade: Cincinnati requests that beans be accorded the same treatment as grain. We have not been handling large quantities of the beans as yet because it is a new industry but it is one that is developing rapidly and one that will pay the railroads to encourage.

FRED K. SALE, sec'y Indiana Grain Dealers Ass'n: As the representative of the Indiana grain dealers who will have the task of gathering and shipping and selling the beans I request the transit privilege. It is necessary that the commodity be given every opportunity to move freely in order to establish a proper trade in it. The grain dealers will handle the beans the same as grain and the crop must be gathered and stored in the same manner that grain is now being handled.

R. B. WILSON, traffic manager, Indiana Farm Bureau: Farmers are interested in seeing that the dealer gets a transit privilege because the free movement of the crop is necessary if the farmer is to get the proper bid. Speaking for the farmers I ask that the penalty on transit be removed from the rate proposal.

J. E. KUNTZ, Early & Daniel Co., Cincinnati: Beans are a new commodity and must be handled thru the elevators the same as grain being handled. I do not see the reason for the transit penalty on beans in and beans out.

W. F. VANDERGRIFT, Louisville Board of Trade: We are opposed to a transit penalty.

Representatives of the C. F. A. inquired as to what percentage of the crop is handled beans and beans out at the present time. Those at the meeting explained that because of the newness of the industry and the lack of transit privileges at many places such a percentage was not known but the need of transit was developing rapidly.

W. W. MANKER, ass't traffic manager, Armour & Co.: As a representative of the shippers I want to urge the transit privilege. It is needed on the beans the same as on grain. The crop must be permitted to move freely.

Hutchinson, Kan., plans to make its 1930 wheat harvest festival a state affair. All wheat interests of the state will be invited to participate.

## Wheat Congestion at Montreal.

Because Canada has lost her foreign markets for wheat as a result of the price policies of the Wheat Pool, Montreal is jammed with that product from last season's crop as the new harvest begins.

On Aug. 19, elevators, with a total capacity of 15,000,000 bus., were practically full, thirty boats were waiting in the harbor for a chance to unload, and orders totaled only 315,078 bus.

So unpleasant is the situation for the start of the new harvest that people generally are agitating the question of what is to be done. To make matters worse wheat from the United States is now paying the 12 cents tariff and is being sold to Canadian consumers at a profit, where the spread of 25 to 30 cents between American and Canadian prices is considered. The Canadians are also losing much export business to the United States because of the big gulf movement of American wheat at prices from 13 to 17 cents a bushel under the Canadian.

The Saskatchewan Royal Grain Commission made much talk of mixing regulations and higher standards for the export product but was told at every hearing by some of the best posted men of the grain trade that it was not grade but price that was whittling away at the export trade.

The paralysis which has struck the grain movement can be seen in the summary of the situation by J. H. Pare, pres. of the Canadian Seamen's Ass'n who on Aug. 20 declared 120 lake and canal boats were tied up, 1,800 Canadian seamen were out of employment and taking a loss in wages of \$300,000 and shippers were losing millions.

Mr. Pare held the Wheat Pool to be to blame for a situation which has kept Montreal tied up all season.

What the loss of the export trade will be and what the price of getting it back, if recovered, will be are arousing much comment in Montreal.

The tieup of boats has extended to Fort William and to intermediate points along the lakes route.

## Barley for Export.

The barley crop of the United States in 1928 being the largest on record, 356,868,000 bus., left a large surplus available for export, and developed a trade abroad that may be expected to continue if surpluses are available.

The 1927 crop, 265,882,000 bus., was the largest up to that time, the nearest approach being in 1918, when we produced 256,225,000 bus., the exports the following fiscal year being the maximum up to that time, 34,555,000 bus. This figure was exceeded during the year July 1, 1927, to June 30, 1928, when we exported 36,580,000 bus.; and as might be expected our exports from the excessively large crop of 1928 amounted to 56,996,000 bus. for the crop year ending June 30, 1929.

The Aug. 10 crop report of the U. S. Dept. of Agriculture forecasts a crop of 304,381,000 bus.; and if we export 13 per cent of the crop as we did in 1927-28, the exports the coming season should approximate 40,000,000 bus. It may not be so much, since 11 European countries have increased their barley acreage more than 3 per cent over 1928, and the other feed crop in the United States, oats, promises to be 246,000,000 bus. less than in 1928.

The new barley crop coming on the market will find the terminals well supplied with old barley, the visible supply in the United States Aug. 19 being 5,960,000 bus., against 1,764,000 a year ago; and the Canadian visible was 7,787,000, against 627,000 bus. a year ago.

Shipments of barley from the United States and Canada while not so heavy as the swollen exports of last year are nevertheless substantial. Broomhall reporting for the week ending Aug. 17, 792,000 bus., against 1,695,000 bus. for the corresponding week of 1928.

## Death of Benjamin C. Moore

Benjamin C. Moore, pres. of the Moore-Seaver Grain Co., Kansas City, Mo., former pres. of the Board of Trade in that city and well known throught the grain trade died Aug. 11 at Research hospital in Kansas City following an illness of more than a year.

Mr. Moore was born in Kansas City Feb. 4, 1876, the son of the late Col. John W. Moore, a pioneer grain and milling man of the district. The son entered the grain trade in his father's office at the age of 18. He became a member of the Kansas City Board of Trade in 1903 and was elected its president in 1916.

The Moore-Seaver Grain Co. was founded by the decedent in 1904 as the Moore Grain Co. and was incorporated in 1909 as the Moore-Seaver Grain Co. In 1911 Everett Seaver retired from the business.

Almost a year ago Mr. Moore, who was suffering from cancer of the stomach, realized that he could not recover and made careful arrangement of his business and personal affairs. Harry C. Gamage, a former pres. of the Board of Trade and associated with the company since 1907 and head of the milling wheat department is vice-pres. of the company. Rolland A. Jeanneret, also with the organization since 1907 and the head of the coarse grain department is sec'y-treas. of the firm. These men and their associates will continue the business.

Mr. Moore enjoyed many friendships, it being said that no man knew more members of the trade than he. He served in many important posts for the Board of Trade. The entire membership served as honorary pall bearers. The company operates the Kansas City Southern elevator.

An airplane propeller attached to a tractor was used by A. N. Henson of Enid, Okla., to dry wheat during the harvest. The new method eliminated the danger of showers, always a factor in spreading grain on the ground to dry.



Benjamin C. Moore, Kansas City, Mo., Deceased.



### Death of Rocky Mountain Pioneer.

J. K. Mullen, builder of the first grain elevator in Colorado, chairman of the board of the Colorado Milling & Elevator Co. and for more than half a century a dominating figure in the grain and milling business of the Rocky Mountain region died Aug. 9 in Denver. Mr. Mullen, who was 83 years old, contracted pneumonia while on a business trip to Salt Lake City, Utah. Despite his advanced years the energy of the man who dominated the grain and milling business of the Rocky Mountains showed itself in his last illness to a point at which hope for recovery was entertained at times.

Mr. Mullen was born in Ireland and came to the United States with his parents when a lad of 9. At 14 he made his first contact with the milling industry when he went to work in a small water power mill at Oriskany, N. Y. His connection with the industry was for the entire time of its development from grist and exchange milling to the present. He became a head miller when only 20 and then started west. He stopped in Illinois for a time and then moved on to Troy, Kan., where he worked for 4 years.

In 1871, when 24 years old, he went to Denver. Soon he became manager of a mill and four years later he and a partner started in business for themselves by leasing a mill. In 1876 Mr. Mullen purchased his partner's interests. The business grew and he leased other mills.

The first roller mill to be built west of the Missouri River was constructed by him in 1878. Then came the Hungarian elevator in 1880, the first to be built in Colorado. At the time of his death his company owned scores of elevators and several mills in states of the West.

The Colorado Milling & Elevator Co. was organized by him in 1885 and he was its first manager. A few years later he became pres. and held that position until two years ago when he relinquished the post to his son-in-law, Oscar L. Malo, altho as chairman of the board he continued to take an active interest in the management of the organization.

Mr. Mullen was bold in his business dealings. His business was in a grain territory isolated, in a sense, from the influence of the terminal markets and he was opposed to hedging policies usually followed by modern grain handlers.

For many years the numerous units of the company were operated separately under corporations owned by the Colorado company. This plan was changed several years ago and all the properties consolidated, but even under the new policy the managers of the elevators and mills were left a large measure of independence in handling the business of their plants.

Sale of the company into a larger unit was proposed by a New York investment house about three years ago. Negotiations proceeded smoothly until Mr. Mullen learned he was expected to take a large block of stock in the new organization. He terminated the proceedings at once and is reported to have declared that if the business was good enough to own under other management it was good enough to keep under his management.

The energy and alertness of the man past eighty gave the impression of youth to his associates. Mr. Malo in speaking of the deceased said: "This organization will miss Mr. Mullen. While Mr. Mullen was in his eighty-third year, we who have been closely associated with him for the past twenty years or more had grown into the feeling that he was a man some twenty or twenty-five years younger. He had a wonderful mind and was an exceptionally good balance wheel up until the last."

In addition to the grain and milling business Mr. Mullen held extensive land and cattle properties and was interested in other business lines. His friendships included some of the best known financiers, churchmen and charitable workers of the nation.

Mr. Mullen gave extensively to educational, religious and charitable organizations, his known philanthropies exceeding a million. He was a prominent layman of the Catholic church and was knighted by two popes.

Altho Mr. Mullen was of the older generation of leaders who dominated their organizations his death will not materially affect the management of the company. Mr. Malo has been closely associated with his father-in-law for several years and has been the chief executive of the business for two years. Mr. Malo's immediate associates are Clyde E. Williams, general manager and Ralph W. Kelly, treas. and manager of the associated grain company, the Rocky Mountain Grain Co.

Four daughters survive.

### Embargo in the Northwest.

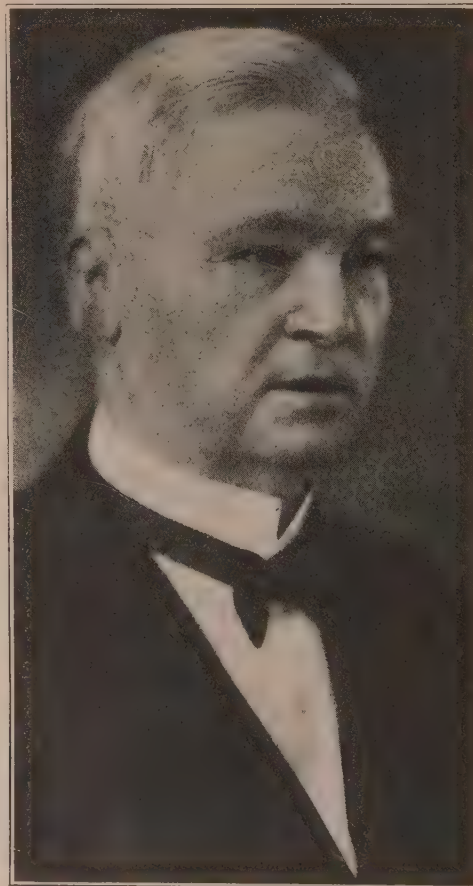
All railroads have ordered an embargo in the northwest on shipments of rye, barley and oats into Duluth, Minneapolis and St. Paul from Aug. 23 to Aug. 31. The embargo was made upon the recommendation of the grain com'te of the Northwest Shippers Advisory Board which met Aug. 20 at Minneapolis.

The embargo was announced by the roads Aug. 21.

Governors Christianson of Minnesota and Shafer of North Dakota both have issued appeals to growers in their states to hold back wheat owing to congestion at Northwestern terminals.

A modification of the embargo was decided upon Aug. 23, effective Aug. 26, permitting the shipment of barley to Minneapolis, Duluth and Superior, Wis.

Barley was accorded this privilege because the Germans are buying it for export thru Montreal. The exports of barley from the principal ports of the United States from July 1 to Aug. 17 have been 4,865,000 bus., against 4,652,000 bus. during the corresponding period ending Aug. 18, 1928, and is a gratifying showing, being slightly better than the record-breaking barley exports of 1928.



J. K. Mullen, Denver, Colo., Deceased.

### To Investigate Federal Grading Practices.

The methods employed by the grain division of the Bureau of Agricultural Economics through the Board of Review and the federal grain supervisors to apply the grades of the U. S. Grain Standards Act are to be investigated by Geo. R. Hyslop of the Oregon State Agricultural College and E. C. Parker of the Department of Agriculture, Washington, who have been appointed by Sec'y Hyde of the Department.

Their first step will be to hold a conference at Kansas City Aug. 27 to 29 in the directors' room of the Kansas City Board of Trade to ascertain the views of critics of the work of the federal officials.

To represent the Board of Trade the following have been appointed: Fred C. Vincent, J. S. Hart, G. F. Hiltz, R. A. Jeanneret, L. A. Fuller and John Vesecky.

Sec'y Hyde's action follows the protest against the concentration of appeals at one point voiced at the meeting at Kansas City Aug. 5, as reported in the Journal Aug. 10, page 177.

### New Duties on Farm Products.

The Republican majority of the senate finance com'te has announced its revisions of the house tariff bill. In most cases the revisions are downward altho house proposals on many agricultural products are generally accepted or the rates increased.

The com'te set three tenths of a cent a gallon as the duty on blackstrap molasses as compared with the 3.3 cts. a gallon proposed in the house and the rate of .25 cts. a gallon at present. The sharp cutting of the house rate is considered a victory for the feed and feeding industry.

The duty on hemp which was boosted by the house from 1 to 1½ cents a pound was raised to 2 cents.

Linseed oil was cut from 4 and 16/100 cents a lb., the house rate, to 3 and 7/10. Soy bean oil which was raised by the house from 2½ to 5 cents a lb., was reduced to 2.8 cents with the provision that the rate should not be less than 45 per cent ad valorem.

Duties of 6 and 12 cents were imposed on dark and light dried blood albumen.

Soy bean oil cake and meal were made dutiable at three tenths of a cent a lb.

The rate on crimson clover seed was reduced to 1c a lb., the house having placed a rate of 2 cents on the article. The present rate is 1 cent.

The rate on broom corn was increased to \$25 a ton as compared with the house rate of \$10 and the free list at the present time.

The rate on hay was increased \$1 a ton to \$5 and straw \$0.50 to \$1.50 a ton. The house rates on grain, with the exception of one cent added to oats had been accepted and announced previously.

### Galveston Embargo Modified.

The Galveston embargo has been modified by the following announcement of the American Railway Ass'n of Aug. 22:

In order to maintain unrestricted movement of wheat that can be immediately exported on arrival at Galveston, all Galveston lines are amending the existing embargo to provide that permits will be issued on and after this date releasing for movement to Galveston carload shipments of wheat for coastwise or export movement upon receipt of written assurance from an elevator at Galveston that such carload shipments or an equivalent quantity in substitution therefor will be accepted and unloaded by such elevator promptly upon arrival and upon receipt also of evidence satisfactory to the permit agent below named that within ten days after the date of such permit a named vessel will accept such shipments from elevator at Galveston. However, no such permit will be issued to any applicant who directly or indirectly owns or controls wheat which is in cars in or in transit to or in any elevator or elevators at Galveston except to the extent that additional wheat is required by such applicant



excess of that so in or in transit to Galveston to fill the steamer space so engaged. Permits will be issued only by D. R. Swain, permit agent, at Galveston.

## Hastening the Determination of Protein.

BY HERBERT L. WILKINS,  
Kansas State Protein Laboratory, Kansas City, Mo.

The influence of protein content on the price of milling wheat, the volume, and seasonal character of the crop movement have virtually forced the inspection laboratories to use all possible speed in their work.

The process is hastened greatly by the use of procedures and devices which enhance either the speed, accuracy, or convenience of the operation. Most of these require little or no attention from the operator. Notable among these are the means of

Grinding and storing the sample.  
Dispensing the powder.  
Dispensing strong acid.  
Dispensing strong alkali.  
Cooling the flasks after the digestion.  
Diluting the digest.  
Handling the receivers to and from the storage shelves, stills and titration table.  
Emptying a tray full of bottles at once.  
Identification of sample containers.  
Identification of distillate receivers.  
Preparation of reagents in bulk.  
Reading the percentages directly from the burette.  
Simultaneously dispensing the receiver acid and the indicator.

Relieving the titrators of the necessity of stopping to make records of the reading, and the convenience of the anti-bump used in the titration process also make for greater speed.

The maximum operating rate of 10 samples (10 determinations) per man per hour was obtained by the use of the procedure and equipment described. A maximum output of 1600 determinations representing the completion of the analysis of 728 samples was accomplished in an 11½-hour day.

The discussion [before the Ass'n of Cereal Chemists] has shown the possibility of greatly shortening the time required to complete the determination of protein in wheat by using (1) one-half gram in 500 cc. flasks, (2) 12 minute digestion on previously heated 600-watt Gilmer heaters, (3) 75 cc. of distillate, (4) appropriate amounts and concentrations of reagents, and (5) the apparatus discussed in the foregoing.

The minimum adequate volume of distillate has been determined for the stated amounts of reagents when used in a 500 cc. Kjeldahl flask. From this data, this volume appears to be a function of the space from which the ammonia must be removed and is independent of the rate of distillation.

The digestion period is dependent on the amount of material in the digest, on the ratio of the reagents to each other and on the nature of the sample but not on the per cent of protein in the sample.

The use of the half gram sample is shown to be just as reliable as is the one gram sample. That there is an adequate margin of safety in the proposed method is evidenced by the data

submitted and by the fact that some acceptable results may be obtained in 3/5 of the proposed time.

## Trade Suffering from Fumigation Ruling.

Years ago, when carbon bisulphide was about the only effective fumigant known to the grain and milling trades, the department of agriculture issued a ruling on "Commercially Objectionable Odors," in which ruling appeared the following sub-note:

In cases where normal, sound wheat is treated for live weevil with a high-grade carbon bisulphide and the inspector has knowledge of the quality and condition of the wheat through an examination thereof prior to its treatment, the odor of carbon bisulphide shall not preclude the issuance of a clean certificate of grade.

This sub-note, it should be noted, appears in reference to the following text:

Any foreign odor in wheat not common to virgin wheat and not specifically mentioned as a grade factor in the standards, shall be considered "Commercially Objectionable," and such wheat shall be graded Sample Grade. All licensed inspectors and Federal supervisors will show on their certificates of grade, in the space provided for "Remarks," the grade to which the grain would be entitled were it not for the "Commercially Objectionable Odor."

The impression gained momentum that the federal department would grade down any grain brought to its attention which was fumigated with any fumigant other than the dangerous carbon bisulphide, presumably because this explosive liquid left no traceable odor.

Conferences with the authorities on this problem, however, reveal the fact that any fumigant leaving an odor in the grain will be taken into consideration as a detrimental grading factor.

True, first-grade carbon bisulphide leaves no odor; but, the grain trade is using several lower grades of this fumigant.

The use of these lower grades of carbon bisulphide is accompanied with a distinct odor and a consequent depreciating notation on the grain inspection slip, which ultimately results in discounts, both of which are unnecessary.

Fire insurance policies are voided upon the introduction of bisulphide of carbon onto the insured property, hence it behooves all grain handlers to do two things: namely, to fumigate with a safe fumigant, preferably in the elevator before the grain is loaded into a car, and to use a fumigant which leaves no odor.

## Better Farming Train in Kansas.

Wheat production with enough mention of feed crops and livestock to make a well balanced program for Northwestern Kansas was the message of a special better farming train run over the Union Pacific from Ellsworth to Salina. The train was provided by the road in cooperation with the Kansas State Agricultural College, the Southwestern Wheat Improvement Ass'n and the Kansas City, Mo., Chamber of Commerce.

Prizes for exhibits were offered and a county wheat champion and a wheat queen were selected in ten counties.

An average of 521 visitors inspected the exhibits at each of the 18 stops.

## Open Air Granaries in Southwestern Kansas.

Judging from the large amount of wheat stored on the ground at various stations in Southwestern Kansas, the railroads were not well posted as to the prospective needs of many stations, so cars needed were not supplied. It is said that eleven counties of Southwestern Kansas produced 19,058,000 bushels of wheat this year, an increase of nearly 2,000% since six years ago. Land then was selling at from \$10.00 to \$13.50 per acre; while today the price averages about \$37.50 per acre, and with crops in line with that grown this year, the value will continue to increase.

At Garden City, Kansas, the Everly Grain Co. which operated a 50,000 bu. elevator at one time had 60,000 bu. of wheat piled on the ground. On July 3d, the day of its largest receipts, it unloaded 315 trucks bearing an average of 85 bu. of wheat. The plant is equipped with an 11-ton truck scale and a Kewanee dump. From June 28th to August 15, 48 days, the company loaded 331 cars with wheat through its 10 bu. Richardson automatic scale. Like other shippers the Everly Grain Co. was unable to get cars when its elevator was full.

On the outside front cover of this number is shown the biggest open air granary of which we have received photographs. This was established by the Farmers Elevator & Merchandise Co. at Satanta, Kansas. On July 17 it had 114,830 bu. of wheat stored in this open air granary. Without tarpaulins to cover the ground or the wheat, most of the grain was recovered and shipped to market without loss.

It should not be necessary for country elevator operators to buy wheat when their elevators are full and cars are not obtainable, but naturally the elevator Manager hesitates to put his farmer customers to the expense of hauling their wheat back home, so he permits them to dump it on the ground and takes the chance of deterioration through rain storms. So far the weather man has been very kind to the accommodating elevator operator and comparatively little grain has been lost, but a continuance of such good fortune cannot be expected.

Corn borer fears have caused the Winnipeg Board of Trade to wire a protest to the dominion government against importation of American corn into Canadian markets.

Wire bag ties for grain sacks are in use in some warehouses in the Portland, Ore., district. Economies in elimination of skilled sewers, greater speed and safer ties are claimed. No skill is needed for the wire ties and they can be used on all types of sacks, users report. But the wires get into the grain and make trouble for millers and feed grinders.

Army worm attacks, with some reported this season from Iowa, can be halted by the following poisoned bait: 25 lbs. wheat bran, 1 lb. paris green or sodium fluoride, two quarts molasses and two gallons water. The ingredients should be mixed into a crumbly mixture and scattered, early in the evening, over the fields where the worms are working.



Trucks Bro't Wheat Into Garden City, Kan., so fast the Everly Grain Co., with Elevator Full and No Cars Piled 60,000 bus. on the Ground.



### Loading Cars for Fair Inspection.

The regular dealer having a well equipped elevator who has not indulged in the practice of storing grain for farmers usually can contrive to have enough grain of one quality to fill a car out of the large bin room at his disposal; but when, as often happens, a small quantity of grain of distinctly better or poorer quality than the average run must be gotten rid of, the elevator operator will profit by employing his facilities to turn out a carload far superior in sales appeal to the kind of mixture that the scoop-shoveler is forced to load.

The inefficiently loaded car shown in the engraving herewith in two places has grain of distinctly inferior quality, heat damaged, smutty, ergotty, of light test weight and with foreign material. The state or exchange employee who probes the car will get part of his trier full of the poor grain that will go into the sample to be judged by the inspector; and, unfortunately for the scooper, or the shipper who by neglect places himself in the scooper class, the inspector is authorized by the law to grade the whole carload by the quality of the lowest considerable quantity found.

The identical grain could have been loaded into the car and earned a much higher grade if the small amount of poor quality grain had been thoroly mixed so that no matter where the sample was taken it was of uniform quality, and the percentage of grading factors making for the lower grade in no case was sufficiently high to force the inspector to grade the carload down.

Thoro mixing avoids musty or heated spots in the car, which may form a nucleus for the spread of heating thru the sound grain if unloading is delayed. Buyers are only too glad to take advantage of any such opportunity to reject the car on a declining market.

Leveling off the top of the grain in the car is another essential. When so neatly trimmed to a uniform distance of 24 inches from the roof space is left for proper sampling, and the shipper does not take the risk of the inspection department claiming that the car was loaded too full to obtain proper sample, in which case the final grading might be postponed until unloaded at the elevator, the grain possibly going out of condition during the delay.

If grain containing excess moisture, as when coming from fields where the combined harvester-thresher was employed, is loaded in a car alleged by the inspection department to be too full it is advisable to call for federal appeal, since the federal sampler may be able to get a sample and the appeal grade will be final.

The load limit for the car should be observed rather than the tariff rule allowing 10 per cent above nominal capacity. The actual capacity of the car is the load limit, and the car should be loaded right up to the load limit to assist the carriers in obtaining the capacity loading that will get the most out of the available car supply in time of car shortage.

### To Build More Elevators in Australia.

At least twenty elevators of concrete construction are to be built by the government of New South Wales in the next three years in addition to the 31 that have been constructed since 1925 when the government entered upon its elevator policy of providing bulk handling facilities for wheat.

R. W. Adamson, engineer in charge of grain elevator construction, states the newer elevators are being built with a combined storage and grading house, this type being found more suitable as the result of experience with plants erected prior to 1925 in which the storage and working houses were separate structures. The wheat is elevated and fed into bins and boots by gravity, conveyors being entirely eliminated.

Twenty of the 31 stations built since 1925 were constructed within the last two years.

The program for the next three years in-

cludes four plants of 90,000 bus. capacity, one of 60,000 bus. and 15 of 30,000 bus.

The headquarters of the grain elevator construction work are at P. O. Box 25, George Street, North, Sydney, Australia.

### Cost of Delaying Shipper's Grain.

BY OWEN L. COON

On a declining market any delay in getting the grain to destination always proves costly to the shipper whose grain is to be sold on arrival. The same is true if the grain was sold by grade before loading and movement in transit was delayed so that the cars arrived after expiration of contract time.

Periods of declining markets occur several times a year in one or the other of the leading grains.

Back in August-October, 1922, one shipper located 80 miles from Chicago had 36 cars of grain delayed in transit from one to 16 days on the Rock Island, which unreasonably gave preference to shipments of sand.

Even one day's delay resulted in considerable loss. Car No. 10587 billed out Aug. 10 and due in Chicago Aug. 12 arrived on Aug. 13 and the decline in market price made a loss of \$127.93. Car No. 106630 billed out Aug. 5, due Aug. 7 arrived Aug. 23, 16 days late and resulted in a loss of \$45.48. Two cars were delayed 11 days each, and several 4 and 5 days.

The total loss on these 36 cars figures \$830.84, and this is a large part of the freight charges of \$1,375.23. If the railroad company paid the claims it would have left only \$545.

### Supplement for Cottonseed Meal.

Cottonseed meal when properly supplemented proved a satisfactory source of protein in a series of nutrition tests recently conducted by C. H. Hunt, associate in the animal industry department of the Ohio Agricultural Experiment Station.

The protein of cottonseed meal, like that of most other plant substances, is incomplete and must be supplemented with minerals and animal proteins in order to produce best growth when fed to animals.

His investigations also show that if cottonseed meal is supplemented with a mineral mixture containing 60 per cent calcium carbonate, 40 per cent sodium chloride, and animal protein it becomes adequate for producing growth.

### Mechanization of Agriculture.

The rapid progress in the mechanization of agriculture during the past ten years has had a remarkable effect upon the organization and output of the farming industry. Altho the ability of one man to care for a greater acreage with the increased power and larger machinery at his command as yet has resulted in no whole sale enlargement of farms, the size of farms is increasing at a rapid rate in some localities.

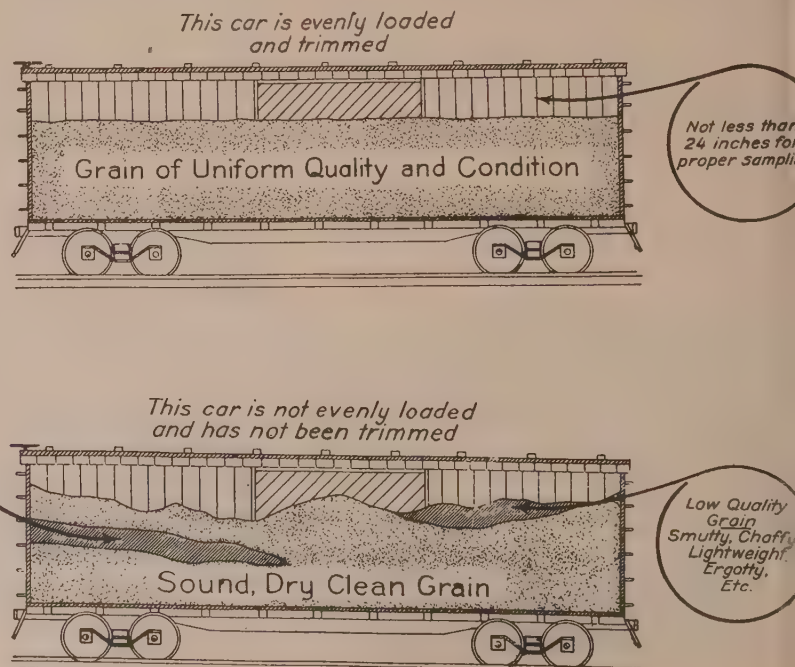
The Chamber of Commerce of the United States reports that the aggregate agricultural production during the five-year period, 1922-1926, was 14 per cent greater than during the preceding five-year period, 1917-1921. This was in the face of a marked contraction in the agricultural production plant with respect to acreage in crops, numbers of work animals and number of workers engaged in the industry. It is estimated that the efficiency of each worker increased approximately 18 per cent between the two five-year periods.

Naturally, the 14 per cent increase in agricultural production, exceeding by 50 per cent the growth in the nation's population, affects prices of farm products adversely. The purchasing power of farm products, in terms of commodities which farmers buy, was lower during the 1922-26 period than during the five-year period ending in 1921. However, with the rapidly increasing output per worker, "the average income" per farm operator has been on the up-grade for the past seven years.

### Government Will Loan on Hedged Commodities.

After hearing pleas from 40 agricultural groups seeking governmental assistance and money the Federal Farm Board has suspended the rush of pleas for time to organize. The three divisions to be organized at once are staff "to furnish facts concerning the co-operative movement and its needs in respect to every commodity in every locality"; a loan division to pass upon applications and a legal division.

Cotton co-operatives will receive a loan of 90 per cent of the hedged value of the crop from two governmental agencies. They can now borrow 65 per cent of the value of the season's crop from intermediate credit banks and the farm board has agreed to loan 25 per cent of the value in addition. The purpose of the board announced August 19, is to enable the pools to pay in full prior to marketing. The other 10 per cent is to come from the capital reserves of the organizations.



Loading Cars for Fair Inspection.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Los Angeles, Cal.—The Premier Mills, Inc., doing some extensive remodeling and rebuilding of the plant recently purchased here. It will take about three months to complete the work.

## CANADA

St. John, N. B.—The St. John Harbor Commissioners have let the contract to the Macdonald Engineering Co. for a new grain conveyor gallery to serve No. 7 berth at West St. John.

Winnipeg, Man.—At the annual meeting of the Northwest Grain Dealers Ass'n, held in this city recently, C. I. Hall was elected pres.; G. Beattie, vice-pres., and J. G. Fraser, mgr.

Port Colborne, Ont.—C. D. Howe is the designing engineer and the Carter Hall Co. is the builder of the Maple Leaf Milling Co.'s new 100,000-bu. elevator to be erected here. A feed mill will also be built.

Vancouver, B. C.—Buckerfield's, Ltd., have secured permit for the erection of reinforced concrete grain storage having a capacity of 10,000 bus., the addition to be 110x48 feet. When it is completed Buckerfield's will have total capacity at this plant of 400,000 bus.

Manitou, Man.—The Ogilvie grain elevator, No. 34, the Lake of the Woods Flour & Milling Co.'s elevator and six Canadian Pacific Railroad box cars burned here on Aug. 16 in a fire that caused \$60,000 damage and destroyed 4,000 bus. of wheat and a large quantity of flour and seed.

Winnipeg, Man.—The McLaughlin Elvtr. Co. has bot the Gold Grain Co.'s line of 14 elevators and also its interest in the Assiniboine Grain Co. Solomon Gold, pres. of the Gold Grain Co. for 20 years, is retiring and will go abroad for some time, as reported in the Journal's last issue.

Preston, Ont.—The Vitamin Co. of Canada, Ltd., of which Capt. Weston is the head, has let the contract for the erection of a flour mill here which will make whole wheat flour, to have a capacity of 350 barrels a day. The company has other whole wheat mills in the United Kingdom and in the United States.

Vancouver, B. C.—It is reported that the contract has at last been let for the construction of the Alberta Wheat Pool's 2,750,000-bu. addition to its terminal here, about which there has been so much question and contradiction for several months. It is said that the cost will be \$675,000 and that it will give the pool total capacity here of 5,250,000 bus.

Ottawa, Ont.—The members of the board of grain commissioners for Canada have resigned after many years of service, effective Aug. 15, and are as follows: Chief Commissioner L. H. Lloyd, Mathew Snow and James Robinson. On the same date Hon. James Malcolm, minister of trade and commerce, announced the new members of the board to be E. B. Ramsay, chairman; Prof. Duncan A. MacGibbon and Hon. G. M. Hamilton. The Canadian press says of the new commissioners: "All three are outstanding business men, familiar with the grain trade and representative of the three prairie provinces, one from Manitoba, one from Saskatchewan and one from Alberta." On Aug. 22 a meeting was scheduled to be held at Ft. William, when the appointment of assistant commissioners was to be considered by the board. Mr. Ramsay has resigned as general manager of the Canadian Wheat Pool, on account of his new appointment.

## COLORADO

Bartlett, Colo.—L. H. Pettit has an office and sales built here. It is understood he plans to build an elevator late this winter or next spring.

Bartlett, Colo.—C. H. Rich has resigned as manager of the Farmers Elvtr. Co.'s elevator.

McClave, Colo.—The oil engine in the local elevator of the Lamar Flour Mills is being replaced with a 30-h.p. motor.

May Valley, Colo.—A 30-h.p. motor is being installed to replace the oil engine in the local elevator of the Lamar Flour Mills.

Walsh, Colo.—We plan to increase the capacity of our elevator and may install some new machinery.—F. B. Moomaw, Moomaw Grain Co.

Denver, Colo.—Clarence Weill, former assistant chief inspector of the Lincoln, Neb., Grain Exchange, has been appointed assistant chief inspector of the Denver Grain Exchange, which position he took over Aug. 1.

Springfield, Colo.—A. L. McClure has resigned as manager of the local elevator of Geo. E. Gano. His place will be taken by Mr. Gilbert from Pawnee Rock, Kan. Mr. McClure is reported to be planning to enter the grain business on his own account at Ulysses, Kan.

## ILLINOIS

Mattoon, Ill.—The Big Four Elevator's drying plant has had a new fireproof addition built to it.

Steward, Ill.—The Steward Grain & Lumber Co. has bot the Nelson Grain Co.'s elevators and business here.

Ulah, Ill.—The H. M. Johnston elevator at this point has been improved with a Kewanee All-Steel Truck Lift.

Lombard and Morse (Buda p. o.), Ill.—H. L. Velde of Pekin has bot Mallett & Code's elevators at these two points.

Toluca, Ill.—The Toluca Grain Co., incorporated; capital stock, \$24,000; incorporators: Fred Winkell, W. C. Donnelly and R. C. Porch.

Morton, Ill.—James S. McDonald of the McDonald Grain Co. died unexpectedly recently following a fainting spell. He was 59 years of age.

Cuba, Ill.—The Farmers Co-op. Elvtr. Co.'s elevator was broken into by some boys recently, on a Sunday afternoon, and the machinery damaged.

Kent, Ill.—I have sold my elevator, feed and coal business to Francis Mahoney, of Nora, Ill., possession to be given Sept. 1.—Bert Rowe, Kent Elvtr.

Yorktown (Tampico p. o.), Ill.—Mathias Bros. & Co. are planning the installation of electric motors and a feed grinder as soon as the current is obtainable.

Decatur, Ill.—T. E. Decker, former branch office manager for E. J. Feehery & Co., at Milford, is now in charge of this branch office for E. W. Bailey & Co.

Altoona, Ill.—George Kroll, of the Galva Cereal & Feed Mills, Galva, Ill., recently bot the Farmers Co-op. Grain Co.'s elevator here and plans remodeling same.

Streator, Ill.—The regular meeting of the grain trade of the Streator territory was held on Aug. 22, at the Plumb Hotel, this city, at 6:30 p. m., where dinner was partaken of.

Chatsworth, Ill.—Grain men of this vicinity are scheduled to sit down to dinner together at the Chatsworth Hotel, Tuesday, Aug. 27, at 6:30 p. m., and discuss matters of interest together afterward.

Milford, Ill.—S. N. "Squire" Cavitt, formerly traveling representative for James E. Bennett & Co., is now in charge of the branch wire office here for E. J. Feehery & Co. His many friends wish him luck in his new connection.

Rushville, Ill.—The Rushville Farmers Grain & Livestock Co. has installed a feed grinder in an 18x20 foot building recently erected for the purpose. The new mill is operated by a 50-h.p. motor and is equipped with a magnetic separator.

Alexis, Ill.—The Roberts & Pearson Grain Elvtr. Co. has bot the Minor Elvtr. Co.'s elevator at this point.

Tabor, Ill.—Suits have been started in the county circuit court at Clinton, Ill., against the Tabor Co-op. Grain Co., totaling about \$45,000, and naming each of the company's directors as a defendant. Grain was delivered to the elevator and shipped out again before the company suspended business in 1926, Calvin Gambrel, former manager, claiming the directors knew of the shipments and the directors claiming they did not, is the cause of the trouble.

Metcalfe, Ill.—We are interested in the grain business in this way—we buy and ship grain in the usual way. We own an elevator at Vermillion Grove, Ill., one at Riola, Ill., and one at Quaker, Ill. (p. o. Dana, Ind.). We are incorporated to handle all kinds of grain, feed and implements, coal and other commodities.—P. J. Breen, sec'y, Vermilion County Grain Corp. Another report is that the Breen-Pugh Elvtr. Co. has bot the elevator at Quaker, Ill., from the Paul Kuhn Estate, that has been idle for two years, and is said to be contemplating buying others from the estate.

## CHICAGO NOTES

Benjamin J. Blake, of the firm of Harris, Winthrop & Co., brokers, died of heart trouble on Aug. 9, at the age of 65 years.

John C. Williams, a pioneer broker of this city and a member of the Board of Trade for over 25 years, died on Aug. 18, at the age of 84 years, at his home in Evanston. He was one of the party that laid out the original right-of-way of the Northern Pacific Railroad. He is survived by two sons and three daughters.

A joint com'te, appointed from the membership of the Board of Trade and the Stock Exchange, was named on Aug. 21, to discuss interrelations between the two organizations as they affect trading in securities. The Board of Trade representatives on the com'te are Arthur F. Lindley, Albert E. Cross and Benjamin R. Brown; the Stock Exchange members are Robert J. Fischer, Thomas Coyne, Sydney Gardiner and Harvey Hill. The com'te will work on plans to safeguard the interests of both organizations after the Board of Trade engages in trading in securities, and is not considering proposals of merger at this time.

## INDIANA

Galveston, Ind.—C. G. Lindsay now has charge of the Urmston Grain & Seed Co.'s elevator, taking the place of J. P. Harris, who resigned recently.

Rochester, Ind.—Benjamin Noftsgar, a retired elevator man, died at his home in this city recently, at the age of 83 years. He is survived by his widow and one son.

Mt. Vernon, Ind.—Fred H. Wilbern, a millwright, while working on a pulley at the Home Mill & Grain Co.'s plant here, recently had one of his eyes injured by particles of steel and carbon getting into it.

Ligonier, Ind.—The Farmers Co-op. Co. has just completed the installation of a McMillin Wagon and Truck Dump with extension to supply several different dump doors. Power is obtained by belting from other machinery.

Milroy, Ind.—In the recent fire of the Milroy Milling Co.'s granary and mill, reported in the last issue of the Journal, 40,000 bus. of wheat, two carloads of corn, 1,000 pounds of flour and 25 tons of feed were destroyed. The buildings will be rebuilt.

Indianapolis, Ind.—Recent new members of the Indiana Grain Dealers Ass'n are the following: Arnold Arme, Rushville; Farmers Co-op. Co., Upland; Uniondale Grain Co., Uniondale; Cutler Co-op. Elvtr. Co., Cutler, and Paul Garrison, Galveston, all in Indiana.

Enos (Morocco p. o.), Ind.—The new elevator of the Morocco Grain Co., John Colbourne and Walter Atkinson owners, which replaces the elevator which burned in May, was ready to receive grain early in August. The new house is up-to-date in machinery and in facilities for handling grain.

Evansville, Ind.—New corn borer infestations in nineteen townships in 28 counties, where infestations of the insect already have been checked, have been reported to Frank N. Wallace, state entomologist at Indianapolis. The new report received from the state's European corn borer laboratory at Auburn, Ind., brings the total number of infested townships to 266.—W. B. C.



Hamlet, Ind.—The Hamlet Grain & Feed Co. has added to its equipment a McMillin Truck Dump.

South Whitley, Ind.—The Farmers Mill & Elevtr. Co.'s plant here burned at 11 o'clock p. m., Aug. 9, the fire originating in a pile of cobs; loss, \$30,000; almost covered by insurance. About 7,000 bus. of grain was destroyed. Altho not definitely decided, it is thot that the mill and elevator will be rebuilt on the site of the burned plant.

Hanna, Ind.—F. L. Yeoman, manager of the Hanna Lumber & Grain Co., is convalescing at his home here after undergoing an operation for appendicitis July 21 at a LaPorte, Ind., hospital. During his enforced absence from the business Henry Sacks and Ralph Yeoman have taken care of the elevators at Hanna and Bee Grove and Miss Emma Gross has handled the office end.—Hanna Lumber & Grain Co., F. L. Yeoman, mgr.

Greenfield, Ind.—A grain elevator belonging to Otto Rittig here burned Aug. 14 together with 1,400 bus. of wheat and 3,600 bus. of oats. The loss to building, machinery and grain is estimated at \$18,000. One-half of the wheat belonged to the farmers' wheat pool. The grain was fully covered by insurance. The building was valued at about \$15,000 and carried \$3,000 insurance. The fire is believed to have been caused by spontaneous combustion.—W. B. C.

## IOWA

Polk City, Ia.—The Farmers Grain Co. is installing a new waterproof boot pit.—E. H. Day.

Merrill, Ia.—The north wing of Frank Hoeser's elevator is being remodeled and a feed mill installed.

New London, Ia.—The Farmers Elevtr. Co.'s elevator here burned on Aug. 21. It was filled with grain.

Madrid, Ia.—The roof of the coal shed of Lundahl & Check was slightly damaged by fire caused by a railroad spark on Aug. 4.

Dow City, Ia.—J. A. Divine has installed a new grinder in his plant. Some remodeling is being done to make his office larger.—A. T.

Edna, Ia.—William Steinbruck is the manager of the Quaker Oats Co.'s elevator here, recently purchased from the Edmonds-Londergan Co.

Wilton Junction, Ia.—Chas. Norton has the paint on hand and it will be a matter of a few days before work is started painting his elevator.—A. T.

Eagle Grove, Ia.—George Potgeter, of Steamboat Rock, has purchased the Frank Joice elevator here. His brother will move here to operate it.—A. T.

Clear Lake, Ia.—George Newman, of Forest City, is the new owner of the S. J. Clausen Estate elevator and G. H. Jackman is in charge of the local business.

Waterloo, Ia.—The Brown-Fallgatter Milling Co., Inc., has rebuilt the old Dayton mill here and it was scheduled to be running again by Aug. 15 after a long rest.

West Liberty, Ia.—The West Liberty elevator, G. F. Schaefer, proprietor, and the adjoining buildings are being given two coats of paint of a rich cream color.—Art Torkelson.

Wald (Charles City p. o.), Ia.—There is some talk of forming a co-operative grain company here, the pres. of the township farm bureau having appointed a com'te to investigate the matter.

New Liberty, Ia.—Wm. Meewes has purchased the local elevator here from H. E. Buttolph, of Bennett, Ia., and is now operating it under the name of New Liberty elevator.—A. T.

Walcott, Ia.—The Farmers Elevtr. Co. just recently completed its new grinding house and is now operating it. Henry Beckman, mgr., reports a very nice business thru the new plant.—Art.

Muscatine, Ia.—The McKee Feed & Grain Co. has installed an oat huller of the latest design, and also has started some remodeling work which will provide another entrance to the street.—Art Torkelson, with Lamson Bros. & Co.

Humboldt, Ia.—The Farmers Co-op. Ass'n has recently purchased the Mudhenk Roller Mills. The mill is just west of the Farmers Co-op. Ass'n office and the additional property can be handled conveniently from there. George Beall is the manager.—Art Torkelson.

Wapello, Ia.—The Farmers Elevtr. & Exchange Co. is electrifying its plant, has installed a 10 h.p. motor in the head to operate two legs and cleaner, and a 50-h.p. motor in the basement to take care of the grinder, oat huller and sheller. Frank Wright is the manager.—Art Torkelson.

Davenport, Ia.—William Schroeder was painfully injured when his right hand and arm were caught by a conveyor belt while he was at work at the Victoria Elevtr. Co.'s plant on Aug. 10. It was thot that amputation would not be necessary altho his hand and arm were badly cut and torn.

Blencoe, Ia.—The Farmers Elevtr. Co. has installed some corn-handling equipment consisting of a Sidney Power Feeder, Union Iron Works Turn Head, including new leg for ear corn, and a hoist, and made some extensive repairs on the elevator, the Younglove Const. Co. having the contract.

Webb, Ia.—The North Iowa Grain Co.'s elevator here, bot a short time ago from Sergeant & Grieve, is undergoing a general overhauling and repairing, the work being done by the Ibberson Const. Co. A new 15-ton truck scale is being put in, new elevator belt and cups, new roof and other repairs made.

Jewel, Ia.—The Jewel Farmers Elevtr. Co. has awarded the contract to the T. E. Ibberson Co. for a warehouse of six carloads capacity. This building will be equipped with maple floors, and be iron clad. It will be set away from the tracks about 40 feet, and will be fitted with special trucking apparatus for unloading cars to the warehouse.

West Liberty, Ia.—His friends in the grain trade will be surprised to learn that G. F. Schaefer, proprietor of the West Liberty elevator, had the misfortune of falling from a grain wagon at his elevator on Aug. 5. At last reports he was confined in the hospital at Iowa City with a fractured skull, his condition being serious but showing slow improvement. His many friends wish him a speedy recovery.—Art Torkelson.

Odebolt, Ia.—A 20,000-bu. elevator has been completed here for the Farmers Elevtr. Co., placed on concrete foundation with concrete reinforced waterproof pit. The building is covered with galvanized iron siding and roofing. The equipment consists of a 2,000-bu. Richardson Auto Scale, Fairbanks-Morse Enclosed Ventilated Type Motors, Winter Head Drive, and a hoist. The Younglove Const. Co. had the contract and it is one of this company's up-to-date rapid-handling elevators.

Malvern, Ia.—There are two grain elevators located at Malvern, one operated by Kunce & Nelson and the other by myself. I have just purchased from E. G. Wederqvist the grain elevator located here at Malvern on the Wabash, altho I have been doing business here for the past ten years. I also own and operate the elevator located at Tabor, and another on the Tabor & Northern Railroad, located at Maddens Switch, 6 miles from here.—A. P. Kilmartin, Kilmartin Seed House.

Des Moines, Ia.—Two new applications which would bring six elevators into the status of bonded warehouses have been made to the state board of railroad commissioners here. Critz & Co., of Emmetsburg, have asked permission to operate in this capacity at Fenton, Dolliver, Gridley, Curley and Arnold, and the Plymouth Milling Co., of LeMars, has made application to operate a 200,000-bu. storage house. The two existing bonded warehouses, the Terminal Grain Corp., 1,250,000 bus. capacity, and the Western Terminal Elevtr. Co., 465,000 bus capacity, both of Sioux City, have asked for renewal of their permits.

Wellsburg, Ia.—The Frerichs-Riekema grain elevator here was badly damaged by fire, the main part of the building being a total loss, which broke out at 2:30 in the afternoon, on Aug. 7, starting near the top of the interior of the building. Defective wiring was believed to have been the cause. Loss, \$8,000 to building and \$3,000 to contents, both partly insured. About 3,500 bus. of oats and 1,500 bus. of corn, all that was in the building, was lost. Because the building was so far from fire protection it was possible to use but one hose and therefore impossible to save the building, altho a warehouse nearby was saved. A new building practically the same as the old one will be erected on the same site. The firm will do business in the future as Frerichs & Snittjer, John Snittjer having recently taken over the interest formerly owned by the late D. J. Riekema.

Davenport, Ia.—The Victoria Elevtr. Co., with headquarters at Minneapolis, is remodeling its local plant, installing new motors, new belts, conveyor and bearings and has built an overhead bridge 65 feet long connecting the old and new elevators. The overhauling cost is estimated at \$50,000. With the new equipment it will be possible to unload a car at an average of 40 minutes and load one in 30 minutes.

Jordon, Ia.—The T. E. Ibberson Co. has the contract for the erection of a 60,000-bus. elevator to be built here for the A. Sterner Co. This elevator will be equipped with one leg having 12x6 bucket. It will have 12 bins, cleaner, Kewanee Dump and other equipment. This building will be built alongside of the present elevator and will have cross spouting to and from the old plant. The whole plant will be covered with galvanized iron. Jordon is a town half way between Boone and Ames on the North Western Railroad. In addition to operating the elevator at that place, the Sterner Co. operates a general store and has a large stock of lumber.

Story City, Ia.—The new 25,000-bus. elevator for the Farmers Grain Co., fitted with a Strong's Scott Dump, automatic scales, 14-inch leg, has been completed here. In addition to this elevator, the company has large cribs handling corn on cob mechanically. A feed mill building fitted with nine bins, and a Jay Bee Feed Grinder with 60-h.p. is in operation. The feed mill building has a separate driveway, leg equipment, and is operated in connection with the new elevator. All three of these buildings are iron clad, and replace the old elevator operated by the farmers here. The T. E. Ibberson Co. had the contract. The old elevator was wrecked, some of the old material being used in the new building. The grain company was out of business just one day while this work was in progress, the Ibberson Co. making special provision for the business to be handled thru both the old and new plant while the old elevator was being wrecked and the new elevator was under construction.

## KANSAS

Arnold, Kan.—We have installed a new Richardson 5-bu. Automatic Scale.—H. S. Blatchley, Arnold Grain Co.

Utica, Kan.—We have purchased metal roofing and siding for our elevator and are now covering the plant.—M. Weatherford.

Tribune, Kan.—Frank Kucera is planning construction of a small grain elevator to take the place of his present loading station.

Rush Center, Kan.—A 10-h.p. Fairbanks-Morse Motor will soon be installed in the local George E. Gano elevator.—Guy Driver, agt.

Dighton, Kan.—The Farmers Co-op. Elevtr. & Merc. Ass'n has purchased shaft, SKF Rigid Pillow Blocks and pulley from White Star Co.

Leoti, Kan.—A 10-ton Fairbanks Truck Scale has been installed by the local elevator of the Stevens-Scott Grain Co., managed by R. M. Tribble.

Cairo (Cunningham p. o.), Kan.—I have moved from here to R. No. 1, Pratt Kan.—W. S. Grier, formerly local buyer for the Kansas Milling Co.

Albert, Kan.—C. H. Wagner, manager of the local elevator of the Consolidated Flour Mills, is being transferred to one of the company's elevators near Hutchinson.

Utica, Kan.—A new Kewanee All-Steel Truck Lift and a non-chokeable boot are being installed in our elevator here.—I. O. Shellenberger, agt., K. B. R. Milling Co.

Amy, Kan.—New 48x14 ft. coal sheds with three bins, each of which has capacity for a carload of coal, are being built here by the Farmers Co-op. Elevtr. & Mercantile Ass'n.

Cherokee, Kan.—The Cherokee Grain Co. has bot the Kelso elevator here, the former company being composed of Charles Kelso, Steve and Columbo Massa, Paul and Nick Castagno.

Olmitz, Kan.—I have purchased the 27,000-bu. elevator of the Farmers Union Co-op. Ass'n and now operate under my own name in connection with my other plant here.—Edw. J. Schreiber.

Scott City, Kan.—The elevator of W. R. Stephenson was taken over by V. M. Harris of Colby last month. The latter is operating as V. M. Harris, Grain & Seed. The local manager is H. W. Kucker. The elevating capacity has been increased to 1,200 bus. per hour.



Lewis, Kan.—The Farmers Elevator Co. has purchased a new drive for its elevator from White Star Co.

Leoti, Kan.—We are installing a new Fairbanks 10-ton Truck Scale with self-registering beam. A little later we expect to install a pneumatic truck dump.—Ed Case, Leoti Mill Elevator Co.

Boyd, Kan.—E. J. Eveleigh & Sons have raised the cupola of their elevator and increased the length of the leg and number of buckets. This permits easier loading of cars.—W. G. Eveleigh.

Charleston, Kan.—Building operations on the new elevator of A. H. Hewes here have been completed except for installation of new sprockets and roller chains to replace the cast iron chain now in use.—S. V. Hewes.

Alamota, Kan.—We are planning on starting construction of a 40,000- or 50,000-bu. elevator some time this fall. Construction will likely be studded and iron-clad.—Charles Sharp, Farmers Co-op. Elevator, & Merc. Ass'n.

Atchison, Kan.—The Pillsbury Flour Mill Co.'s new concrete storage, started here in May, to have a capacity of 150,000 bus., was reported to be completed with the exception of the headhouse, about the middle of this month.

Woods (Hugoton p. o.), Kan.—The 20,000-bu. iron-clad elevator of the Hawk Grain Co., built by the Southwest Const. Co., has been completed. The elevator was pressed into service before it was done but the work was so arranged that both operations were carried on concurrently without interference. Vern Harvey is manager.

Whitelaw (Tribune p. o.), Kan.—We will put up a 35,000-bu. studded and iron-clad elevator here, starting at once. A contract has been let to the Federal Engineering Co. and completion of the project should be in time for the corn crop. It will be a rapid handling elevator, fully modern in every detail. L. E. Trued will be in charge.—Trued Bros. Grain Co.

Rock Creek, Kan.—We are building an elevator at Rock Creek, on the A. T. & S. F. R. R., of about 10,000 bus. capacity. The building is almost completed and we have begun to put in the machinery, and it will be completed about Sept. 15. It is an iron-clad building with waterroom attached. It is located on the main line of the Santa Fe between Atchison and Topeka.—Louis Puderbaugh.

Tecumseh, Kan.—U. A. Ralston's elevator burned on Aug. 18. A small fire broke out early in the morning and the elevator men thought they had extinguished it. About 10 a. m. it broke out afresh and the entire structure was burned. Some wheat, corn, flour and feed were in the plant. Loss is unofficially estimated at \$8,000.—John W. Pribble, Rocky Mountain Grain & Commission Co.

Leoti, Kan.—A new 12,000-bu. studded iron-clad elevator has been completed here by W. P. Kliesen, who has had it in operation since July 15. It is fully modern with Winters Universal Head Drive, a Fairbanks-Morse 10-h.p. Motor, a Kewanee Truck Lift, 4-bu. Richardson Automatic Scale, SKF Ball Bearings, a fast leg, a Fairbanks 10-ton Truck Scale and other up-to-date equipment.—Kliesen Grain Co.

Bazine, Kan.—We have completed and now have in operation here a new 12,000-bu. studded and iron-clad elevator. It is fully modern in every respect with a Kewanee All-Steel Truck Lift and steel grate, electric motors, SKF Ball Bearings, a fast handling leg and other equipment. The Star Engineering Co. had the contract. This makes four elevators in our line, located at Bison (the head office), Timken, McCracken and Bazine.—D. A. Schwartzkops, Humburg Lumber, Grain & Supply Co.

## HUTCHINSON LETTER.

This city's elevator storage capacity will be brought up to 6,000,000 bus. with the completion of the new structures now under way, mentioned in this issue.

R. C. Davidson of the Davidson Grain Co. contemplates the erection soon of a 300,000-bu. terminal elevator here, details of which have not been given out yet.

The Security Elevator Co., Frank Summers, manager, has let a contract to the Jones-Hettelsater Const. Co. for 850,000-bu. additional storage, consisting of 16 concrete storage tanks and 26 interstice bins, giving the elevator a total capacity of 2,000,000 bus. The handling capacity of the elevator will be increased to 125 cars a day. Nov. 15 is the date set for the completion of the work.

We are building additional storage on our elevator in Hutchinson and this additional storage amounts to 305,000 bus. There are eight large tanks 23 ft. across and 100 ft. high, with the interstice bins. These tanks are set apart in the middle and in this space left in the middle we are building a large drier house, 20x24 ft. square, 100 ft. high. There will be four bins in the top of this drier house, holding 2,500 bus. apiece, or 10,000 bus., and there will be a space left in between for a 500-bu.-an-hour drier. Below this drier will be four bins holding 2,500 bus. apiece, or 10,000 bus. The distributing belt in the Texas on the tanks will run right on across the top of this drier house and, of course, you can easily see how handy it will be to dump in these bins on the top side and let the stuff go on down thru the drier into the bins underneath the drier and then down into the tunnel onto the belt that carries the grain back into the head house. One of the finest arrangements, we believe, ever built, and we believe it will work mighty satisfactorily. We expect to have this additional storage done by Nov. 1.—The Grain Belt Elevator Co. [Contract for this new elevator addition has been let to Chalmers & Borton.]

## WICHITA LETTER.

The Pillsbury Flour Mills Co.'s new 2,300,000-bu. elevator received its first wheat before the middle of this month.

Altho the Sam P. Wallingford Grain Corp. has only recently finished a 350,000-bu. unit to its elevator, it is said that another unit of 500,000 bus. capacity will be built in time for the 1930 harvest.

The Kansas Wheat Pool's much talked of elevator to be erected in this city is to be started this fall, according to reports credited to E. R. Downie, sec'y of the pool, and the capacity is to be 1,000,000 bus.

Among others contemplating plans for the expansion of storage facilities here are the Pillsbury Flour Mills Co., the Washburn-Crosby Co. and the Wichita Flour Mills Co. It has been predicted that Wichita's total storage capacity will next year be increased by about 5,000,000 bus. A communication from C. M. Jackman, pres. of the Kansas Milling Co., says: "At present we have no additional storage under construction and are not contemplating any in the near future."

## KENTUCKY

Milton, Ky.—The roof of the mill of C. G. Crawford and W. C. Snyder was slightly damaged by windstorm on June 30.

Richmond, Ky.—Judge W. K. Price and Millard Winkler purchased the Richmond Milling Co.'s plant, consisting of a 75-barrel mill and granary, at public sale recently for \$14,600, and plan to run the plant. Judge Price was pres. of the Richmond Milling Co., which is to be dissolved.

Louisville, Ky.—John R. Watts & Son, seed jobbers, who several months ago bot Henry Fruechtenicht's Franklin Street elevator and warehouse, have installed seed cleaning machinery and are now handling grain and doing a storage and warehousing business in addition to seed business.

## MARYLAND

Baltimore, Md.—Because he has reached the age limit, Charles Reimer, superintendent of the Pennsylvania Railroad's elevator in this city, will be retired on Aug. 31.

Baltimore, Md.—The Chamber of Commerce grain com'tee has instructed the chief grain inspector here not to allow mixtures of hard winter and durum wheats with soft winter wheat.

Baltimore, Md.—Robert Humphreys is now associated with George E. Morrison & Co. as traveling representative in nearby states. He was formerly with Sinton Bros. & Co., grain and hay merchants of this city, for 15 years.

## MICHIGAN

Melvin, Mich.—The Kerr Grain & Hay Co. contemplates the erection of a small elevator here.

Midland, Mich.—Slight windstorm damage was sustained by the Michigan Bean Co. on Aug. 13.

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Fowlerville, Mich.—The plant of the Fowlerville Farmers Co-op. Ass'n sustained slight windstorm damage on Aug. 13.

Marlette, Mich.—The Marlette Co-op. Elvtr. Co.'s old office building will be opened up and a branch of the Thumb Hatchery installed therein. Milton Burkholder is manager of the elevator.

Olivet, Mich.—H. R. Miller, formerly a resident of this place but for the last few years employed in Battle Creek, has been made manager of the Olivet Elvtr. Co.'s elevator, succeeding Clyde Murray who recently resigned.

Roseburg, Mich.—We do not expect to rebuild our elevator at Roseburg. We have always specialized in the hay business and will continue to do so.—Kerr Grain & Hay Co., Melvin, Mich., James Kerr, mgr. [This company's elevator at Roseburg burned late in July, as reported in the last issue of the Journal.]

## MINNESOTA

Thief River Falls, Minn.—The Farmers Elevator here has been closed by Tessum & Co.

Tyler, Minn.—Charles Hvinekilde of Arco has purchased the elevator here of Herluf Utoft.

Madelia, Minn.—The roof of the Lickfeldt Grain Co.'s elevator, which was damaged in a recent windstorm, has been repaired.

Cottonwood, Minn.—The work of rebuilding A. E. Anderson's elevator, which burned late in June, was started early in August.

Red Wing, Minn.—Lightning struck the large smokestack on the mill of the LaGrange Mills on July 15 and tore off some of the bricks.

Northfield, Minn.—H. C. Christopherson has taken a year's lease on the Orr elevator here which has been operated for 30 years by C. D. Orr.

Ivanhoe, Minn.—Henry Schlutter has been appointed manager of the Atlas Elvtr. Co.'s elevator here, succeeding Martin Sterzinger, resigned.

Hanley Falls, Minn.—The Farmers Elvtr. Co. has about completed the construction of a new feed mill at its elevator here, at a cost of about \$3,000.

Duluth, Minn.—Livingston Dickey, formerly of Minneapolis, is an applicant for membership in the Board of Trade, now being associated with the Globe Elvtr. Co.

Frazee, Minn.—The loss sustained by Bartel Dangler in the burning of his flour mill late in July was about \$15,000; insurance, \$10,000. The mill was nearly 30 years old.

Montgomery, Minn.—A flash fire over break roll slightly damaged the mill plant of the Commander-Larabee Corporation (the Commander Milling Co.) on July 17.

Rosewood, Minn.—The Rosewood Farmers Elvtr. Ass'n's elevator has opened for grain buying under the management of Olaf Nerby, former grain buyer at Newfolden.

Porter, Minn.—E. C. Edwards of Canby, who recently acquired the G. O. Miller grain elevator here, has leased it for two years to Iver Wollum who will continue, however, as manager of the Farmers Elvtr. Co.'s elevator.

Duluth, Minn.—The Capitol Elvtr. Co. will soon start construction on a 1,400,000-bu. addition to its elevator here, giving the company a total of 4,000,000 bus. capacity. The addition will be concrete tanks, for which the contract has been let.

Fergus Falls, Minn.—The Nelson-Hunter Grain Co. has opened a branch office here with F. L. Erno as branch manager. Grain purchases and sales will be handled thru the Beach-Wickham Co., with which the Nelson-Hunter Co. has direct wires to Chicago.

Cottonwood, Minn.—The Monarch Elvtr. Co. has awarded contract to the T. E. Ibberson Co. for the erection of a new 30,000-bu. elevator having 14 bins, 2 legs and motor equipment, to be built at this place. Work will be started at once. Five-bin coal sheds will also be built.

Klossner, Minn.—The Eagle Roller Mill Co. has bot the grain elevator and coal business here of the Great Western Grain Co. of Minneapolis and will use the elevator as a storage house for grain, continuing to operate its own elevator and also the coal business. Frank Altmann is the manager. Both the Eagle Roller Mill Co. and the Great Western Grain Co. erected their elevators here in the early '90's.

Bird Island, Minn.—The Bird Island Farmers Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for the erection of a new feed mill building here, to be built in connection with its elevator. A 30-inch diamond attrition mill will be installed. The building will be iron clad and have 5 bins.

Parkers Prairie, Minn.—Shoutz & Kraemer have bot the Osborne-McMillan Co.'s elevator here which has been under the management of T. H. Knott for several years, and will use same for extra storage purposes. The Osborne-McMillan Co. operates a line of elevators in northern Minnesota and in North Dakota.

Wabasso, Minn.—The Farmers Grain & Fuel Co.'s elevator here (Wabasso's first serious fire loss in several years) burned at 2 o'clock a. m. Sunday, Aug. 11. Approximately 5,000 bus. of grain, consisting of wheat, rye, barley and flax, besides a box car loaded with rye, were destroyed; both building and grain were covered by insurance. A flour shed near the elevator was saved. The fire was first seen coming out from a small door under the loading platform on the west side of the elevator next to the railroad tracks. Either the Farmers company will purchase one of the other elevators in Wabasso or build.

## MINNEAPOLIS LETTER.

The Brooks Elvtr. Co. has let a contract to the Fegles Const. Co. for the erection of 8 reinforced concrete grain tanks, 25 feet in diameter, 123 feet high, on reinforced foundation, 58x129 feet, the cost to be \$40,000.

Ross McRae is now durum wheat buyer for the Commander-Larabee Corp. in the local market. He was formerly with the Washburn-Crosby Co. in the cash grain department.

Frank T. Heffelfinger, pres. of F. H. Peavey & Co., gave a luncheon on Aug. 16 in honor of James F. Bell, pres. of General Mills, Inc., who passed the fiftieth milestone that day. Guests present numbered 75.

Joseph P. Gage, a former member of the Chamber of Commerce and later a Winnipeg grain man, died in Tucson, Ariz., where he had gone several months ago for his health, on Aug. 18. Burial was to be in Minneapolis.

Officers elected at the annual meeting of the Minneapolis Grain Commission Merchants Ass'n, held on Aug. 6, were: Pres., E. A. Cawcutt; vice-pres., H. B. Putman; sec'y, J. H. McEnary. Directors: L. E. Brown, C. A. Malmquist, J. D. McCaull, M. B. Gold and O. H. Ulring.

John E. Stephens died at his home here on July 31 after an illness of several months from heart trouble. For many years he traveled for the old firm of Stair, Christenson & Timmerman as grain solicitor, later he was with the Keystone Grain Co., and still later ran a country elevator for the Hunting Elvtr. Co. He is survived by his widow and two daughters.

George C. Harper, who was a grain dealer in this city for 20 years, died recently in Seattle, Wash., where he had resided for 12 years, at the age of 84 years. He was engaged in the grain commission business in St. Paul in 1882 and in 1897 came to Minneapolis, since which time he had been a member of the Chamber of Commerce. He is survived by his widow.

Construction of 650,000 bus. additional concrete storage was started on our elevator Aug. 1 and we expect these tanks to be ready to receive grain about Oct. 5. The contract was let to the Fegles Const. Co. When this construction is completed the storage capacity of the Union elevator will be 3,650,000 bus.—Union Elvtr. Co., T. F. Armstrong, treas. [O. F. Bast is general mgr.]

Michael B. O'Halloran, with the Hunting Elvtr. Co. of this city for 48 years, died at his home in Austin, Minn., on Aug. 8 after a long illness. He was general supervisor of elevators and had been traveling auditor. He started to work for Bassett, Hunting & Co. at McGregor, Ia., when a lad of 13, remaining with the firm after it became the Hunting Elvtr. Co., and also after its removal to Minneapolis. Mr. O'Halloran was 71 years of age. He is survived by his widow and one son.

## MISSOURI

Sands (St. Charles p. o.), Mo.—Gilette & Payton, of St. Charles, have bot the Farmers Elvtr. Co.'s elevator at this station.

Amsterdam, Mo.—The warehouse of Amos H. Hall burned on Aug. 10.

Pattonsburg, Mo.—Frank Reed, manager of the Pattonsburg Grain & Produce Co., died unexpectedly recently after an operation for goitre.

Lathrop, Mo.—W. R. Harrington has leased the elevator here from S. J. Hughes & Co. (formerly owned by the Seward Grain Co.), and will use it as an outlet for stock feeds.

Clarence, Mo.—A new automatic dump has been installed at the Clarence Grain Co.'s elevator and a new office has been built, the former office being used for storage purposes.

Carthage, Mo.—Our plant is just now (Aug. 12) being completed. It will consist of 100,000-bus. grain storage, 250 barrels of flour, 250 barrels of meal and 150 tons of mixed feed daily capacity.—Morrow Milling Co., by S. R. Morrow.

St. Joseph, Mo.—At the Larabee Flour Mills Co.'s new 1,100,000-bu. elevator under construction here (as reported in the July 10 Journal), pouring of the concrete was expected to be finished this week, and the elevator to be completed and in operation next month.

Norborne, Mo.—Kenton & Callaway contemplate the erection of a new up-to-date elevator to replace the one burned recently, which operated under the name of the Norborne Grain Co., and for that purpose has been conferring with the Federal Engineering Co.

Mercer, Mo.—My son, Glenn A. Alley, who has been operating the grain business here since my retirement several years ago, has been compelled to make a change on account of his wife's health. They have gone on a trip to Colorado and during his absence I will look after the grain business here.—Alley Grain Co., A. A. Alley.

St. Joseph, Mo.—C. J. Gundelfinger, who has been associated with Kellogg-Huff Commission Co. at St. Joseph for the past year or so, has accepted a position at St. Louis with the Marshall Hall Grain Corp., and left August 15 to assume his new duties. Mr. Gundelfinger's membership in the St. Joseph Grain Exchange has been posted for transfer to E. F. Stiefer, who has been associated with the Kellogg-Huff Commission Co. for the past eleven years. The office in the Corby Building is being continued. Mr. Gundelfinger was presented with a wrist watch by members of the Grain Exchange.

St. Joseph, Mo.—The Updike Grain Co. recently executed a lease on room 1406 Corby building, in which quarters they will conduct a wire office, catering principally to the grain end of the business. Martin A. Hayes has made application for membership in the St. Joseph Grain Exchange, on transfer from C. W. Cargill, to represent the Updike Grain Co. Harry Spillman, has been engaged as wire operator. Company offices at St. Joseph were opened August 15. Other branches of the company are located at St. Louis, Kansas City, Omaha, Lincoln, Sioux Falls, Des Moines, Carroll, Sheldon, Iowa City; headquarters are at Chicago.

## KANSAS CITY LETTER.

B. V. Hopper, former representative of Lamson Bros. & Co., now has charge of the new stock and bond department of the Fuller Grain Co., recently opened.

The Nutrena Feed Mills, Inc., which recently bot the Fowler Commission Co.'s elevator in the Rosedale district of this city, commonly known as the Rosedale elevator, having a capacity of nearly 200,000 bus., is forming a subsidiary company to look after its grain interests and which will be known as the Martin Grain Co. Heretofore the Nutrena company has operated a separate grain department under the management of J. H. Martin. It is not the intention to enlarge the elevator at present, tho that may be done at a future date.

The elevator at Second street and Nebraska avenue, recently vacated by the Rudy-Patrick Seed Co. and which has a capacity of 100,000 bus., has been leased by Henry Lichtig & Co., kafir, milo and millfeed handlers, temporarily until the new Eagle elevator, to be leased to the Vanderslice-Lynds Co. (with which the Lichtig company is associated), is completed. It was reported in the last issue of the Journal that the Missouri Pacific Railroad has received bids for the construction of this elevator, and the contract is expected to be awarded very soon now.



The assets of the Sampson Grain Co. are being liquidated by the pres., R. W. Sampson, preparatory to reorganizing the company.

For the last two or three years Allen Logan, pres. of the Logan Bros.-Hart Grain Co. of this city, has been gradually giving up his activities in the grain business. J. S. Hart, vice-pres., and R. H. Sturtevant, sec'y-treas., taking over the more strenuous duties, and now Mr. Logan has given up his membership in the Board of Trade, which is being transferred to Paul Harbord (as mentioned in the last number of the Journal). He had been a member of the board for 29 years and was pres. in 1924. Mr. Logan will still remain pres. of the grain company bearing his name.

## ST. LOUIS LETTER.

The J. H. Teasdale Com. Co. has bot the terminal elevator of A. H. Beardsley.

Herman Dueing, before his retirement several years ago engaged in the hay and grain business and a member of the Merchants Exchange, died on Aug. 3.

C. J. Gundelfinger was recently made manager of the private wire department of the Marshall Hall Grain Corp. of this city. He had been associated with the Kellogg Huff Commission Co., of this city, for a number of years, having charge of its St. Joseph office.

The Merchants Exchange, thru its board of directors, has made a ruling that when a member makes a bid or offer on millfeed, that bid or offer stands during the time that the caller is calling a certain month and commodity, unless the bid or offer is changed or withdrawn.

Ferdinand P. Meyer, pres. of the Meyer Milling Co., having its executive offices in this city and mills and an elevator at Springfield, Mo., and Nashville, Ill., died early in August at one of the hospitas here, after a month's illness. He was 58 years of age, and is survived by his widow, one son and four daughters.

Clifford H. Albers, formerly pres. of the C. H. Albers Commission Co., of this city, which was sold several years ago when Mr. Albers retired from the grain business, died on Aug. 5 in Chicago, where he had recently gone in the belief that the climate there would agree with him better than that of St. Louis. He was 50 years of age and is survived by his widow and two children.

## MONTANA

Lewistown, Mont.—The address of the B. F. Brown Co. has been changed from this town to Great Falls, Mont.—P. M.

Savage, Mont.—I am no longer manager of Farmers Co-op. Ass'n's elevator here, having moved to Sidney, Mont.—Thos. C. Lorenzen.

Helena, Mont.—I am no longer connected with the state department of agriculture.—W. T. Giese. [Mr. Giese was chief of the division of grain standards and marketing, and previous to his connection with the state department of agriculture he was a regular grain dealer.]

## NEBRASKA

Danbury, Neb.—Clayton Burgess has been employed at the Equity Elvtr. Co.'s elevator here.

Johnson, Neb.—The L. W. Sage Grain Co. has installed a truck and wagon dump. L. W. Sage is manager.—Chet Knierim.

Walton, Neb.—The Farmers Union Co-op. Ass'n has installed a Fairbanks Truck Scale. T. C. Kuse is manager.—Chet Knierim.

Plattsmouth, Neb.—Simon Rohmeyer has bot the elevator here owned by Lee Hill, of Lincoln, and now operates two elevators at this point.

Kimball and Dix, Neb.—The M. T. Frederick Grain Co. recently bot the elevator at these two places formerly owned by the Herbert M. Walsh Grain Co.

Johnson, Neb.—The Johnson Grain Co. is installing a 15-ton Fairbanks Truck Scale. H. V. Swanson is manager.—Chet Knierim, Langenberg Bros. Grain Co.

Plattsmouth, Neb.—L. J. Marquardt and son, Fred, who operate an elevator at Avoca, have bot the Farmers Elvtr. Co.'s elevator here and will operate at both places.

Elmwood, Neb.—The Elmwood Grain Co. has installed a truck and wagon dump and also a 10-ton scale. S. P. Lyle is manager.—Chet Knierim, with Langenberg Bros. Grain Co.

Hildreth, Neb.—The Farmers Elvtr. Co.'s elevator here has been undergoing repairs and improvements, including a new cemented pit, several feet deeper than the old one, new scales and increased storage capacity, and is now receiving grain again. Ernest Smith is the manager.

Bradshaw, Neb.—I have moved from Bradshaw to Eustis. The man who relieved me at Bradshaw (as agent for the Nye-Jenks Grain Co.) is E. E. Bruner from Sloan, Ia., who was agent for the Nye-Jenks Grain Co. there. At present I am not in the grain business but am manager of A. J. Baker's lumber yard at Eustis, Neb.—H. H. Shultz.

Maywood, Neb.—The George Russel elevator here was purchased by M. I. Dolphin and Fred W. Green, on July 25. The elevator has a capacity of 15,000 bus. Some improvements will be made before another crop year. Ed L. Caya is managing the business for the new firm.—Ed Caya. [The elevator will be operated under the name of the Maywood Grain Co.]

Crete, Neb.—The Crete Mills have started the erection of a three-story office building and warehouse adjacent to the uptown mill, to be ready for occupancy before winter. The first floor will be occupied by the Western Union Telegraph and the Crete Mills city sales offices, the second floor by the mills' general offices and the third floor will contain the library, recreation room and storage space. The basement will be used to store the ingredients used in the manufacture of feeds. It is said that the company contemplates constructing additional storage tanks next year.

## OMAHA LETTER.

The new 500,000-bu. elevator of the Burlington Elvtr. Co. (a subsidiary of the Omaha Flour Mills Co.), details of which appeared in the Mar. 10 Journal, is about completed.

Gibson, Neb.—A \$250,000 addition to the Nebraska-Iowa Grain Co.'s elevator, owned by the Burlington R. R., which was completed recently, will increase grain storage here by half a million bus. First cars of grain were handled there Aug. 7. According to J. H. Wright, Jr., president of the grain company, work was completed in 60 days by the use of day and night crews.

The Trans-Mississippi Grain Co.'s 800,000-bu. elevator burned Sunday, Aug. 18, at about 6 p. m.; loss about \$500,000, fully insured. The elevator contained about 427,000 bus. oats, 12,000 bus. rye and 3,000 bus. corn. It will not be rebuilt on the old site. The cause of the fire is believed to have been defective wiring or an overheated motor. It is claimed that the elevator was so well ventilated that there was no danger of spontaneous combustion. The blaze started near the roof of the structure, which had a tower 150 feet high. Fifteen streams of water were turned on the fire with little effect. But a small percentage of the grain can be salvaged. C. D. Sturtevant, pres. of the Trans-Mississippi Grain Co., writes: "Our Omaha elevator burned while the house was in operation. So far as we can tell, the fire started from defective wiring at the extreme peak of the roof, probably above our highest sprinkler lines so that the sprinkler system could not put it out. We had on hand at the time of the fire 430,000 bus. of oats, about 10,000 bus. of rye and two cars each of corn and wheat. The building was valued at about \$125,000 and the grain at about \$200,000. We have as yet made no plans for rebuilding."

## NEW ENGLAND

Boston, Mass.—A recent applicant for associate membership in the Grain & Flour Exchange is Robert Smith.

## NEW MEXICO

Clayton, N. M.—The Farmers Grain & Supply Co.'s elevator here burned at 2 o'clock a. m., Aug. 7. The property loss to the owner, C. H. Black of Follette, Tex., is about \$4,000, covered by insurance; loss to the Farmers Grain & Supply Co., which leased the elevator, about \$4,000, partly insured. George Bauer was the manager.

## NEW YORK

Buffalo, N. Y.—The erection of the Shredded Wheat Co.'s addition to its plant here has been stopped because property owners in the vicinity wanted the street kept open.

Buffalo, N. Y.—Howard C. Witmer is now associated with the American Elvtr. & Warehouse Co., Inc., in the wheat department. He was formerly with the Hecker-Jones-Jewell Milling Co.

Clyde, N. Y.—Caleb Brown, before his retirement from business several years ago, a member of the Clyde Grain & Produce Co., died at his home here on Aug. 1 at the age of 78 years. He is survived by a widow and one son.

Oakfield, N. Y.—Dailey Bros., Inc., of Rochester, and George W. Haxton & Son of Oakfield, two of the largest grain and produce firms in the state, each operating 30 elevators and fruit houses in central and western New York and doing a combined annual business of over \$5,000,000, have consolidated. The new company will be known as George W. Haxton & Son, with headquarters in Oakfield, Mr. Dailey retiring from active management of the business, altho retaining an interest in the firm, and G. Sherwin Haxton, who is pres. of George W. Haxton & Son, will be the directing executive of the new company. After taking a rest Mr. Dailey may engage in a business to be announced later.

## NEW YORK LETTER.

New York, N. Y.—The Produce Exchange elected nine to membership on Aug. 13 and there is still a long list waiting to be admitted.

New York, N. Y.—Howard M. Schaal, who was associated with Albert C. Field, Inc., grain brokers, up to Aug. 1, is now connected with G. Schilperoort, representative on the Produce Exchange of Harris Bros. & Co., of Great Britain, and Van Stolk's Commissiehandel, of Rotterdam.

New York, N. Y.—Charles Louis Dreyfus, associated with his brother in the firm of Louis Dreyfus & Co., grain merchants of world-wide dealings, also bankers and shippers, died on July 30 in Paris at the age of 55 years. Offices of the firm are maintained in the Produce Exchange Building.

New York, N. Y.—Recent applicants for membership in the Produce Exchange are: A. J. Vedde, M. J. Green, John E. Hammann, Harold B. Smith, John J. Edgerton, Benjamin Deutsch, D. M. Fonzo. Applicants for associate membership are: R. A. Kitchin, A. B. Cerf, C. M. Smythe, William L. Harris, George Jaris.

## NORTH DAKOTA

DesLacs, N. D.—The Farmers Union has bot the DesLacs Co-op. Elvtr. Co.'s elevator.

Niagara, N. D.—The North Dakota Wheat Growers elevator at this point burned on Aug. 6; loss, \$10,000.

Alkabo, N. D.—I am now at Sturgeon Bay, Wis.—Henry DeJardine [formerly second man at the Farmers Elvtr. Co.'s elevator].

Northwood, N. D.—W. W. Whipple is the new manager of the Cargill Elvtr. Co.'s elevator here, succeeding Vern Pendergast who has gone to Hunter, N. D.

Niagara, N. D.—An exposing fire (that of the North Dakota Wheat Growers elevator) slightly damaged the west wall of the Niagara Elvtr. Co.'s elevator on Aug. 6.

Steel, N. D.—All Fairbanks-Morse Motors and other mechanical equipment are being installed in the Great Western Grain Co.'s elevator at this place. The T. E. Ibberson Co. is doing the work.

Park River, N. D.—E. Kelner has accepted the position of manager of the Farmers Elvtr. Co.'s elevator here. He has been manager of the National Elvtr. Co.'s elevator at Crystal for three years.

Kathryn, N. D.—The Kathryn Farmers Mutual Elvtr. Co. has recently purchased a hammer mill direct connected to a 40-h.p. motor and is also rebuilding its present mill house. This work is being done by the Magic Grain Dump Co.

Maddock, N. D.—Maddock Farmers Elvtr. Co. is installing a new Strong-Scott Head Drive to be connected to a Fairbanks-Morse Type HAC Motor, and also a new motor to drive the compressor, the work being done by Magic Grain Dump Co.



Erie, N. D.—Construction of a feed plant for Bolmeier Bros. has been started by the Younglove Const. Co.

Hatton, N. D.—The Hoover Grain Co. of Minneapolis has bot the Hegge Grain Co.'s elevator here which has been closed for some time, at the reported price of \$7,500, and has had it repaired and put in good condition. Oscar Gilbertson has been appointed manager.

Wahpeton, N. D.—A. B. Peterson, who bot the Farmers Co-op. Elvtr. Co.'s elevator here some time ago, has taken over the management of same. W. E. Heathcote, the former manager, is reported to be contemplating going into business under his own name about Sept. 1.

Oriska, N. D.—The C. F. Schoen Elvtr. Co. at this place is having the elevator remodeled, is installing new electric motors, all new machinery, belting and buckets, new link belt, manlift, a new 10-ton Fairbanks Scale along with other improvements. T. E. Ibberson Co. is doing the work.

## OHIO

Frank and Omar, O.—A scooper is said to be operating occasionally at these two points.

Greenwich, O.—The Greenwich Mill & Elvtr. Co. has recently added a two-ton truck to its equipment.

Fredericksburg, O.—Slutz & Son are installing a new elevator furnished by the Sidney Grain Machinery Co.

Alexandria, O.—Clark & Johnston are successors to the Alexandria Farmers Co-op. Co., operating the only elevator here.—X.

West Liberty, O.—Craig's elevator is installing new conveyors and elevators. The Sidney Grain Machinery Co. is doing the work.

Anna, O.—George A. Fogt has succeeded W. M. Young as manager of the Anna Farmers Exchange Co.'s elevator, Mr. Young having bot a plant at Jackson Center, O.

LaRue, O.—The LaRue Grain & Supply Co. is building new offices, to be occupied by Herbert Jones, manager, who will conduct a grain, feed, supply and coal business.

Forest, O.—The firms of Jones and Wilson have consolidated and will hereafter be known as the United Coal & Grain Co., operating elevators both here and at Patterson, also selling coal at both places.

Toledo, O.—The Toledo Grain & Milling Co., the burning of whose mill was reported in the last number of the Journal, has moved its office to 714 St. Clair Street, near the mill, which will be rebuilt on the same site.

Old Fort, O.—The Peoples Mercantile Elvtr. has added to its plant a McMillin Combination Wagon and Truck Dump with extension to dump in several different dump doors, using a 2-h.p. motor and high speed chain drive for power.

Toledo, O.—The plant of the Toledo Grain & Milling Co., whose flour mill burned recently, as reported in the last issue of the Journal, will be partly rebuilt to permit the carrying on of the general feed business, and later the flour mill will probably be rebuilt. J. D. Hurlburt is pres. and general manager of the plant.

Jackson Center, O.—W. M. Young, formerly with the Anna Farmers Exchange Co., Anna, O., purchased the Jackson Center plant of the Buckland Milling Co. on July 18 and on the 22nd incorporated as the Young Grain Co. under the laws of Ohio, for \$25,000. This plant is located on the D. T. & I. Railroad and has a capacity of 40,000 bus.—W. M. Young.

Mortimer, O.—The Mortimer elevator, owned by the Mortimer Grain & Supply Co., has been in the hands of a receiver since January, 1928. We are renting it from the receiver and operating it during the months of July and August only. No other elevators at that station. Will be closed Sept. 1, 1929. John Shuler is the manager in charge.—McManness Milling & Grain Co., Findlay, O.

Washington C. H., O.—Sunshine Stores, Inc., of Greenville, have bot the grain and feed business of A. B. McDonald and have retained him as general manager of the business. The new warehouse, recently completed, has been leased by the company, which has also purchased all equipment formerly owned by Mr. McDonald, who, however, retains the coal business, which will be operated by Miss Elizabeth McDonald.

Elmore, O.—The Farmers Elvtr. Co. has installed a new feed grinder.

Millersville, O.—Our Millersville elevator is now operated by C. P. Hughes. We have just recently taken on the elevator at Plymouth, O., and D. W. Einsel is our local manager.—The Sneath-Cunningham Co., Tiffin, O.

Venedocia, O.—H. G. Pollock's elevator has not been rebuilt since it burned Mar. 30. His son, J. K. Pollock, is loading some grain direct from wagons to car. Business is going to Landeck and Jonestown because there is no elevator here. The farmers would rather have one here, as it is the better location for this neighborhood, and an elevator here would help the town and serve the community as well. Do not think the Pollock firm will rebuild.—X.

Sycamore, O.—The Ohio Vitimin Flour Co., of Newton Falls, O., where the main office of the company is maintained, has leased the flour mill of the Sycamore Milling Co. with an option of purchase at any time within two years if so desired. Work has started on installing new equipment in the mill. M. A. Ward, the present manager of the mill, will continue in that capacity. The Sycamore Milling Co. will continue its present business of grinding and the handling of several products.

Rudolph, O.—The Reliance Const. Co. will build for us a 20,000-bu. cribbed elevator, with feed and warehouse room and grinding room attached. Machinery will all be of latest type; motors, Fairbanks-Morse Fully Enclosed; Gruendler Grinder, 50-h.p. direct connected; Richardson Automatic Scale, Monitor Recleaner, Western Sheller and Recleaner for corn, two 1,500-bu. an hour receiving legs and one 1,200-bu. an hour loading leg.—Liberty Grain Co. [This elevator will replace the one burned late in July, as reported in the last issue of the Journal.]

Toledo, O.—Announcement has been made by Sec'y W. W. Cummings, of the Ohio Grain, Mill & Feed Dealers Ass'n, that Friday, Aug. 30, is the day of the Ohio grain dealers' outing and family picnic. The steamer "Greyhound" will leave Toledo, at the foot of Madison avenue, at 10 a. m. to convey the picnickers to Kingsville, Ont., Canada. There will be free dancing while sailing over the blue waters of Lake Erie, the music to be furnished by Kalt's famous broadcasting orchestra. Those who wish may get lunches and meals on board the steamer. The basket picnic will be held in the Grove Dale picnic grounds at Kingsville, after which autos will take the ladies and children to Jack Minor's wonderful wild game sanctuary. Then there will be more dancing. The steamer will leave Kingsville in the early evening for the return trip to Toledo.

## OKLAHOMA

Dunlap, Okla.—Lightning slightly damaged the elevator of the Oklahoma Wheat Pool Elvtr. Co. on Aug. 8.

Chelsea, Okla.—The Stewart Hay & Grain Co.'s large hay barn, which was burned late in July, will be rebuilt.

Oklahoma City, Okla.—Mail addressed to the Oklahoma Terminal Elvtr. Co., this city, is returned marked "Unclaimed."

Cherokee, Okla.—C. W. Pfeifer has resigned his position as manager of the Oklahoma Wheat Pool Elvtr. Corp.'s elevator here, effective Sept. 1.

Reydon (Cheyenne p. o.), Okla.—W. L. Chalfant, of Cheyenne, Okla., is building an elevator at this new town, which is 16 miles west of Cheyenne.

Quinton, Okla.—A grain storage house, 32x60 feet, with a capacity of 60,000 bus. of corn, is to be built here for the Arkoma Grain Co., of Ft. Smith, Ark.

Hominy, Okla.—The Hominy Grain Co., Marion Parks, owner and manager, is erecting a building in which will be housed a new hammer mill, expected to be in operation by October. Machinery has already been purchased.

Muskogee, Okla.—The recently formed Arkoma Grain Corp., of Ft. Smith, Ark., is erecting a 10,000-bu. elevator here, which is expected to be finished in time for the fall storage of grain. The house will be 32x28 feet, and 42 feet high, and adjoining it will be a warehouse 42x32 feet, 16 feet high. J. C. Wenderoth, who will be in charge of the elevator, has leased offices in the Equity Building until the completion of the building.

## PACIFIC NORTHWEST

Grace, Ida.—The Inter-Oceans elevator is installing a truck lift to be operated by compressed air. A. C. Alexander is the local manager.

Tumwater, Wash.—George A. McLaughlin is erecting a grain and feed warehouse here at a cost of \$6,000, which is about completed now. The old warehouse will be torn down.

Portland, Ore.—The Diamond Flour Mill, Kerr Gifford & Co., Inc., owner, is being remodeled and repaired and new equipment installed. Four bins are being reconstructed, each with a capacity of about 12,000 bus.

Coulee, Wash.—The Fred Schwab Commission Co.'s new 30,000-bu. elevator received its first wheat early in August. It is equipped with up-to-date machinery and driven by electricity, a 7½-h.p. motor being used for the leg and a 3-h.p. for the conveyor.

Ritzville, Wash.—It is said that in the construction of the 125,000-bu., 15-bin elevator under construction here for the Ritzville Flouring Mill (details of which appeared in the April 25 Journal), which is expected to be finished this month, 15 carloads of cement were used.

Ellensburg, Wash.—The Kittitas Farmers Co. contemplates the erection of a warehouse and feed mill here on property recently bot, which already has an office building and garage on it, and in the meantime the company is doing a wholesale and retail grain and feed business on the property from temporary offices.

Odessa, Wash.—It is reported that Sam Derr and Jake Hardung, both of this place, have been charged in the superior Court at Davenport, Wash., with second degree arson. It is charged that Derr, on April 28, 1928, set fire to an elevator here owned by Hardung so that the owner might collect insurance money, and Derr is said to have made a confession to that effect.

Colfax, Wash.—Mark Miller, proprietor of the Terminal Flour Mills, has taken over a line of warehouses formerly leased by the Bassett Grain Co., of this city. The warehouses are located at the following points: Colfax, Pullman, Thornton, Cashup, Steptoe, Blackwell, Manning, Oakesdale and Seabury, all in eastern Washington. Harry Brown, of Moscow, will have charge of them.

Spokane, Wash.—Henry P. Glass, who has been prominent in grain and milling circles here for over 30 years, died recently as the result of injuries received in an automobile wreck near Clayton. He represented the Bal-four-Guthrie Co. as grain buyer for eight years and also established the Falls City Milling Co., with which he was associated for 15 years. His widow survives him.

Genesee, Ida.—The Genesee Union Warehouse Co.'s new concrete elevator addition (details of which were given in the May 25 Journal) has been completed and the machinery installed. It is reported to be a very complete and up-to-date elevator, giving the company one of the finest plants in the Northwest for handling grain. The new unit is connected by spout with the old elevators, of which the company has several. Frank Hoorman is the manager.

Tacoma, Wash.—It is reported that at last plans are about completed for the erection of the new 450,000-bu. elevator by the Port Commission. Early in this month it was said that the prospects were that bids might be called for by the latter part of the month. The monetary expenditure is expected to be about half a million. In April it was reported that the preliminary plans had been approved by the commission and that bids would be called for in May.

Portland, Ore.—The extension to the present Kerr Gifford terminal elevator, which is operated by lessees, Kerr Gifford & Co., Inc., is now (Aug. 8) practically completed and will increase the bulk grain storage at this plant to a total of 650,000 bus. In addition there is dock and warehouse storage for sacked grain to the extent of 250,000 bus., making a total of 900,000 bus. The new addition consists of 18 new storage bins with a total capacity of approximately 200,000 bus. Cost of the work, including foundations and machinery, will approximate \$100,000. The Portland Terminal Investment Co., in whose interest the project is being carried out, is a subsidiary of the Union Pacific System. The new grain bins were designed and their construction supervised by the John S. Metcalf Co.—S. Murray, chief engineer, Union Pacific System.



Portland, Ore.—The Crown Mills of this city has awarded the contract to L. H. Hoffman for the construction of additional grain storage tanks, having a total capacity of 300,000 bus. The present storage capacity is 350,000 bus. The conveyor system will also be extended. These improvements, which it is said will cost \$110,000, are to be completed in three months. Equipment for loading bulk grain aboard vessels will be installed. The company recently erected a large feed mill in connection with its plant.

## PENNSYLVANIA

Kaufmans Station, Pa.—The flour mill of A. Guy Small burned on Aug. 15, the fire probably originating in the oil engine.

Lemoyne, Pa.—A new warehouse, 36x80 feet, is being erected on the site of the Paxton Flour & Feed Co.'s elevator which was struck by lightning and burned in June, which will be used for storing both feed and grain.

## SOUTH DAKOTA

Spain, S. D.—The Marshall County Grain Co. has leased the old Olson elevator here.

Wecota, S. D.—A new engine has been installed in the Farmers Elevator Co.'s elevator here.

Oldham, S. D.—George P. Sexauer & Son have bot the Madison Mill & Elevator Co.'s plant here.

Sinai, S. D.—The new manager at the Sinai Elevator Co.'s elevator is Carl Erickson of Colman, S. D.

Dante, S. D.—James Carlson has had the Younglove Const. Co. install scale and dump in his elevator here.

Canton, S. D.—The Mullaney elevator here, which had been closed for a number of weeks, has been opened again by Ray Dodd.

Wood, S. D.—The Rosebud Grain Co. and the Farmers Grain Co. have both been granted sites here for elevators by the railroad yards.

Veblen, S. D.—Henry Anderson has been appointed manager of the Farmers Elevator Co.'s elevator here. He comes from Dawson, Minn.

Oldham, S. D.—George P. Sexauer & Son have bot the Farmers Elevator Co.'s elevator at this point and have retained Fred Menzel as manager.

New Effington, S. D.—With the recent purchase of the Great Western Grain Co.'s elevator here, the Osborne-McMillan Co. has two elevators at this point.

Craven (Ipswich p. o.), S. D.—The Farmers Elevator Co.'s elevator here burned on Aug. 10; five carloads of wheat, a shed full of coal, and the equipment were destroyed.

Prescho, S. D.—The Farmers Union Shipping Ass'n has contracted with the Leathers-Hurle Const. Co. to remodel its house, increasing the bin room and installing all new equipment of the most modern type.

Gorman, S. D.—The new elevator, fireproof and of 30,000 bus. capacity, has just been completed for George P. Sexauer & Son. This replaces one destroyed by fire some time ago. —Art Torkelson, with Lamson Bros. & Co.

White Butte, S. D.—The Western Lumber & Grain Co. has erected a new 30,000-bu. elevator to replace its house that burned two years ago, and is ready for the new crop. It is equipped with up-to-date appliances for handling grain.

Quinn, S. D.—A new elevator is being built at this place for the Tri-State Milling Co. of Belle Fourche, to be equipped with one leg, engine power, 10-ton scale and a Strong-Scott Dump. The T. E. Ibberson Co. has the contract.

Burkmore, S. D.—Mr. Lien is the manager of the new elevator here recently erected by the Faulkton Farmers Elevator Co. of Faulkton, S. D., which is now ready for business. All settlements will be made here at Burkmore instead of at Faulkton, as last year.

Pierre, S. D.—In regard to the Pettyjohn elevators, the elevator at Canning, S. D., was sold to J. G. Ryan of Highmore; the elevator at Pierre was sold to the Shanard Elevator Co. of Bridgewater; these elevators are both in operation. The elevator at Harold is being operated by the Frank Pettyjohn Estate and the same is not for sale.—Mrs. Frank Pettyjohn, administratrix.

Highmore, S. D.—J. G. Ryan has let a contract to the Leathers Hurle Const. Co. to install a new leg, steel boot, new loading spout, to resput, the house and lengthen the driveway. Mr. Ryan is also having a Strong-Scott Head Drive installed in his house in Holabird, S. D.

Tulare, S. D.—A new company has bot the elevator and lumber business of the former Siberz Bros. & Craig, and at last reports the new firm name had not been definitely decided upon and business was being conducted under the name of the Tulare Grain & Lumber Co., which is composed of the following: Ernest Steinby, pres.; Carl Siberz, vice-pres.; H. H. Binger, sec'y and treas.; J. M. Siberz, director, and J. E. Rush, general manager. John Till of Mitchell has been appointed manager of the elevator. Mr. Rush was formerly manager of the Siberz Bros. & Craig business at Bonilla for several years.

Rapid City, S. D.—The Rapid River Milling Co. at this place is making extensive repairs and improvements to its mill and storage plant. A new elevator will be built at the end of the mill building, equipped with motor power, the standard driveway will have a Strong-Scott Dump and a Fairbanks 10-ton scale. Fairbanks-Morse Motors will be used for power. This plant will be equipped for handling grain from the cars with a car shovel, large size graver feeders are being installed, and additional warehouse storage will be provided between the present mill and the elevator for sacked products. The T. E. Ibberson Co. has the contract.

## SOUTHEAST

Asheboro, N. C.—The Asheboro Roller Mills, capacity 100 barrels, burned on Aug. 17. Loss, \$300,000; insurance, about \$100,000.

Dothan, Ala.—I have sold my mill and elevator which hereafter will be known as the Garfield Mill & Elevator Co. I have not decided just what I shall do yet.—J. J. Daring. [Another report is that W. S. Garfield and W. S. Garfield, Jr., the new owners, have ordered new equipment for the elevator and feed mill, doubling the capacity.]

## TENNESSEE

Johnson City, Tenn.—Model Mills, Inc., is having Horner & Wyatt prepare plans for the construction of a six-story warehouse and packing department, 50x200 feet, and a feed mill adjacent to the warehouse to have a capacity of five cars of mixed feeds daily. The buildings will be of concrete, fireproof and up-to-date thruout. The plans also include a new elevator workhouse and concrete storage tanks to have an ultimate capacity of 500,000 bus. However, the storage construction will wait until the completion of the warehouse and feedmill, work on the latter to start this fall.

## TEXAS

Silverton, Tex.—The elevator of the Roberts Grain & Seed Co. burned on August 18.

Ft. Stockton, Tex.—Lem Smith & Co., of this place, has applied for membership in the Texas Grain Dealers Ass'n.

Petersburg, Tex.—The Heard & Chubb Grain Co. has recently been admitted to membership in the Texas Grain Dealers Ass'n.

Hillsboro, Tex.—The Hillsboro Mill & Elevator Co.'s plant, not operated for several years, burned late in July. The owner is Dr. Bevell, of Waco.

Hitchland (Gruver p. o.), Tex.—Early construction of another elevator here (the second station north of Gruver) is planned by the Chapman Milling Co.

McGregor, Tex.—The Bloodworth Grain & Elevator Co.'s plant was damaged in a recent fire starting in an adjoining building. The loss was covered by insurance.

Fort Worth, Tex.—Trash around car doors was ignited from carelessly discarded match or cigarette and fire damaged the stock in the cars owned by the Fort Worth Elevators & Warehousing Co. on August 7.

Houston, Tex.—As it will be necessary to increase the capacity of the municipal grain elevator here before another harvest, the port commission contemplates asking for a \$5,000,000 bond issue in order to have available funds for the purpose.

Ft. Worth, Tex.—Beg to advise that as far as the Ft. Worth Elevators & Warehousing Co. is concerned, there is no addition to be built to our facilities.—The Ft. Worth Elevators & Warehousing Co., per Jule G. Smith, pres. [It had been reported that a 500,000-bu. addition to this company's Rock Island elevator was under construction.]

Celina, Tex.—We have begun the construction of a feed plant in connection with our grain business. The building is 30x72 feet, two stories and basement, also head house to take care of elevator legs. The machinery has been purchased. We hope to have the plant in operation by the middle of next month.—The Celina Mill & Elevator Co., B. F. Smith, Jr., mgr.

Ft. Worth, Tex.—The loss sustained by the Smith Bros. Grain Co. in its recent fire, reported in the last issue of the Journal, is said to have been about \$190,000, partly insured. Repair work started immediately after the fire, with both a day and a night force at work in hopes of putting the elevator into operation again soon after the middle of August. Most of the grain was salvaged. A hot bearing or a short circuit was believed to have caused the fire. Bert K. Smith is pres. and general manager of the company.

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Galveston, Tex.—The Interstate Commerce Commission and the Texas State Railway Commission have approved the application of the Galveston Wharf Co. to issue \$2,245,000 in bonds to finance the erection of a 3,000,000-bu. addition to the company's Elevator B. The structure will be fireproof thruout and electrically operated, and will be the largest structure along the waterfront, rising to a height of 230 feet. The conveyors will be so arranged that three vessels may be served at one time. The elevator will have a ship loading capacity of 200,000 bus. per hour. There will be four receiving legs—and the car shed will have four receiving tracks. About 600 cars of grain can be unloaded in a day. Automatic fire pumps will be provided, fire alarms and dust explosion safety devices. There will also be a drier and dust house. After Elevator B is completed, Elevator A will probably be torn down. Horner & Wyatt are the consulting engineers for the wharf company.

## WISCONSIN

Walworth, Wis.—An elevator is being erected at this point by Edward Banks, of Kirkland, Ill.

Owen, Wis.—Wilmer Gilman is the new manager of the Crane elevator here, succeeding A. M. Zenzel, resigned.

Superior, Wis.—The Co-op. Central Exchange has recently decided to construct a new mill at this city, work probably to start this fall.

Milwaukee, Wis.—D. E. Dickinson was elected a member of the Chamber of Commerce at a special meeting of the board of directors on Aug. 16.

Berlin, Wis.—The loss sustained by the C. S. Morris Co. in its recent fire is reported at \$2,500 on the elevator and about \$1,500 on contents and equipment. Insurance on the building was \$6,000 and that on the contents was \$5,000.

Port Washington, Wis.—The Riebs Co., grain merchants of Milwaukee, has taken a long-time lease on the Miller High Life Co.'s elevator here, which has a capacity of 300,000 bus. and which will be run in association with the company's two elevators at Milwaukee, giving it a total capacity of 1,500,000 bus.

## Developments in the Terminal Weighing of Grain

[From address by J. A. Schmitz, Weighmaster, Chicago Board of Trade, before Bureau of Standards Conference.]

Inaccurate scales, bad weighing, and losses of grain from cars in transit, were topics of discussion in the early days whenever grain men met. While this agitation for better weights brought about some improvement in weighing methods and practices, comparatively little progress was made until the late nineties when the demand for better weighing became insistent.

Chicago was probably the first to recognize this demand, and to act thereon. To begin with, better men were selected for the positions of deputy weighmaster; attention was also given to wasteful practices, and to the recording of data relative to the weighing and handling of shipments. The capacities of hopper scales were increased requiring fewer drafts per carload, reducing the hazard of error accordingly. The campaign for better weights was also carried to country grain shipping points by the various state grain dealers ass'ns. This resulted in many grain dealers installing shipping scales; and the improvement in grain weighing conditions became marked.

Also, about this time, there was a concerted attack upon the "leaking car box." The Chicago Board of Trade was particularly aggressive in seeking the betterment of car boxes

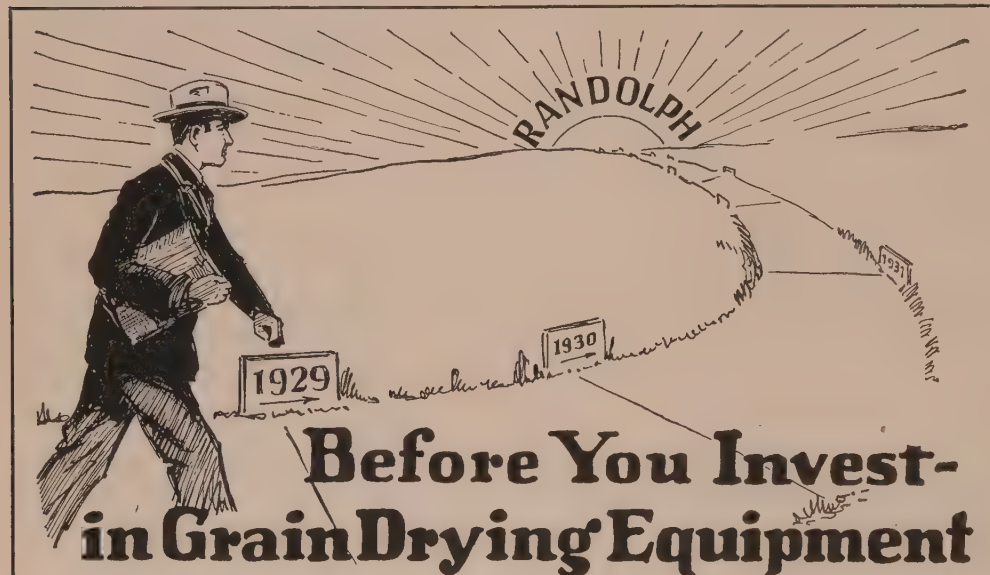
used to transport grain, for the reason that many of the discrepancies, that were due to losses in transit, were charged to terminal weighing. A systematic study was made of the defects inherent in the various types of car boxes in use to the end that carriers would improve their box cars and shippers would cooperate more effectively. This, in turn, resulted in a movement for more comprehensive records in order better to substantiate claims for loss of grain in transit.

The Chicago Board of Trade's campaign for better weights and conditions included the enforcement of rules for compulsory disinterested weight supervision in the Chicago Terminal; and provisions were made for testing all scales used by the Department. Regulations governing the grain handling equipment were also promulgated; and police protection for cars stored in railroad yards was secured by the appointment of special agents by the weighing department. In fact, every phase of the weighing service was covered, and every avenue of possible loss was scrutinized, and safeguards applied. This action brought results at Chicago which the grain trade was quick to acknowledge.

The movement for better scales and weighing was then carried to the country. Pamphlets covering every phase of the weighing problem were issued and distributed thruout the grain belt by the Chicago Board of Trade. These pamphlets outlined plans for scale installation and maintenance; they stressed the value of testing scales with a sufficient number of test weights; they covered the equipment used in handling grain; they outlined methods for the systematic recording of weights; and they showed, in detail, the defects found in car boxes, and how to prevent losses due to such defects.

As a result of the improvement at terminals, at country shipping points, and in the equipment for carrying grain to market, the subject of grain weights, while still a matter of some controversy, is no longer a major cause for ill-feeling and contention. True, there are still too many weight variations, and there probably always will be. Without a doubt, to-day there is more positive proof of the correctness of scales used for weighing grain than ever before. Formerly, scales at terminals were tested and approved with 1,000 pounds of test weights; now, an amount equal to 8% of the capacity of the scale is the prescribed quantity. Nor is the country elevator man satisfied with a scale test made by an itinerant scale man with one 50-pound test weight. His scales are now tested by a properly equipped scale expert, appointed by his state ass'n. Moreover, all tests of grain scales, both at terminal and country points, are based on regulations for testing scales as drafted and approved by a committee especially appointed, during the I. C. C. 9009 hearings, for the purpose of determining proper scale procedure. These regulations, which have the approval of the Bureau of Standards, have done much to standardize scales and weighing practices. They are generally accepted by the grain trade, and close adherence to them brings satisfactory weighing results both at country points and at the terminals.

Deductions and adjustments of spreads on grades were made on the second interim payment of the Canadian wheat pool for the 1928 crop, which was made July 31 on 66,481,260 bus. of the Alberta pool and on 157,901,672 bus. of the Saskatchewan pool. The deductions include those for elevator and commercial reserve, carrying charges and the like as well as the adjustment for grades so that the final payment at the end of the crop year will be a flat one on all grades. The first interim payment on the 1928 crop was made March 1. The Saskatchewan coarse grain pool also made payment on 8,398,956 bus. of oats, 6,293,178 bus. of barley, 1,022,529 bus. of flax and 2,356,392 bus. of rye.

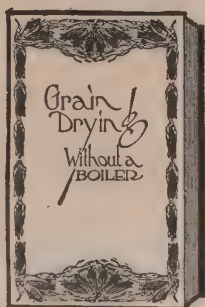


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## Supply Trade

A GOOD principle in selling—wise merchandising seeks a concentrated market FIRST.

NEW YORK, N. Y.—Leading cement companies announced on Aug. 23, reductions in prices ranging from 30 to 20 cents a barrel.

CEDAR FALLS, IA.—Edw. O. Kern, who has been connected with the Wagner Mfg. Co. for the past 11 years, serving in various official capacities, has been elected treasurer to succeed the late A. E. Lunn. Mr. Kern will continue as director of elevator supply sales.

SILVER CREEK, N. Y.—Grain elevator operators who are finding it necessary to increase the capacity of their elevating legs should learn more about the Eureka Carry-More Elevator Cups. It is claimed these cups carry more grain, can be placed closer together and run at higher speed and discharge their load completely. The S. Howes Co., manufacturers, will be glad to send more detailed information to those requesting it.

SCHENECTADY, N. Y.—Charles E. Eveleth, who since 1927 has been a vice president of the General Electric Co. in the manufacturing department, has been transferred to the engineering department, and will be associated with E. W. Allen in the direction of that department's affairs. Mr. Eveleth will give special attention to the problems of the designing departments and works laboratories. Mr. Allen will direct his attention to the work of the commercial engineering, the contract service and district engineering departments.

UTICA, N. Y.—Munson Mill Machinery Co. has just issued Catalog No. 32 descriptive of its line of ear corn crushers. Although Munson Crushers have been on the market for many years, recent improvements have been made which render the machine practically unbreakable. It is claimed the crusher parts of these machines are so arranged they will slip until the machine stops thereby preventing breakage and tie-up of any kind. The crushers are equipped for any kind of corn, wet or dry, with or without husks. A copy of this catalog will be sent Journal readers who request it.

NEW YORK, N. Y.—The Diesel Engine Manufacturers Ass'n has been organized by the 12 leading builders of engines, with the purpose of advancing diesel power in America thru a closer contact with each other and with the problems of the user. Use of diesel power in many wide fields is pointed out by the ass'n. The officers are: pres., Henry R. Sutphen; vice pres., E. T. Fishwick; sec'y-treas., Harlan A. Pratt. M. J. Reed has been employed as research engineer with headquarters at the offices of the ass'n at 30 Church street, New York City.

ST. LOUIS, MO.—Bulletin No. 388 has just been published by Walter A. Zelnicker Supply Co. It lists this company's complete line of oil engines, and contains many attractive bargains. Readers of the Journal can secure a copy of this bulletin by writing the company.

HAINES FEED MIXERS have recently been installed by the following: Central Feed & Prod. Co., Kirkwood, Ill.; B. & M. Poultry Supply Co., Columbiana, O.; W. S. Vroom, Somerville, N. J.; Murphy Pds. Co., Burlington, Wis.; Lucas Mfg. Co., Lucas, O.; Bigler-ville Whse. Co., Biglerville, Pa.; Hansen Feed Mill, Greenfield, Ia.; R. R. French, Findlay, O.; F. L. Sickman, Lancaster, Pa.; Clark Mills (Wis.) Flouring Co.

NEW YORK, N. Y.—Important developments in national standardization activities are described in the American Standards Year Book—a review of the national industrial standardization movement during the past 12 months—just published by the American Standards Ass'n, 29 West 39th street, New York. The review covers technical, electrical, building, transportation and many other industries. The book lists about 150 national standards which have already been completed and about 175 other national projects now under way. It also lists nearly 550 trade ass'ns, technical societies and other organizations which have been co-operating in the establishment of industrial standards and approximately 2,200 individuals who have been active in the work.

### Discounting Off Grade Purchases.

Many elevators in the Southwest were filled to capacity this season, but whenever a farmer came offering grain of high quality, every elevator operator found some place to put it. When the farmers came in with damp wheat, smut laden wheat or wheat full of weed seeds, they could not find room for it and many such lots of grain were offered to a number of elevator operators, before they were dumped on the ground beside the elevator at a greatly reduced price.

The elevator operators of the Southwest have suffered so many losses as the direct result of heavy dockage due to smut, weed seeds and other foreign matter that they are quite liberal in their discounts on purchases. Many of them have made such a careful study of grain grading methods that they are quick to detect characteristics which will cause wheat to grade down, so they do not hesitate to discount their purchases in keeping with the discount they must stand when the grain gets to the central market.

Some shippers have complained most bitterly of the discounts taken by the terminal buyers, but in most cases, the complainers were buyers who accepted all wheat at the current market price without discount for the off grades. These dealers are beginning to learn that wheat graded right and bought right is half sold.

### Shaking Sieves Without Vibration.

In order to impart to the sieves of a grain separator the reciprocating, back and forth motion, required to make the material travel over the surface of the sieve, it has been necessary to employ eccentrics to transform the rotary revolution of shafting into a reciprocating movement. The eccentrics had to be firmly anchored to the building or to the machine, as if not perfectly balanced vibration would be set up in the machine itself and transmitted to the floors of the mill building. Unbalanced vibration might become destructive to the machinery and to the building.

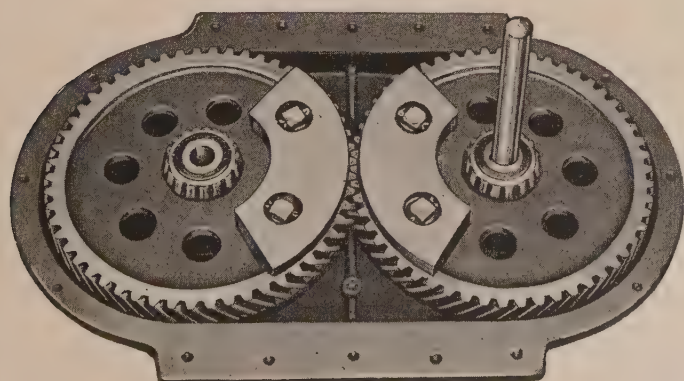
The ideal method of shaking a sieve would be to have the sieve hang perfectly free while its reciprocating movement was imparted by a device within itself having no connection with the frame of the machine. Altho it would seem impossible to make a sieve shake itself without some outside push and pull, this has been accomplished by attaching to the sieve and vibrating with it two gear wheels with unbalanced weights at their rims. The weights on the wheels are small in proportion to the weight of the sieve, 10 lbs. of weights shaking a 100-lb. sieve box, and 100 lbs. of weights agitating 2,000 lbs. of sieve box.

The engraving herewith shows the two wheels with the top of their casing removed. They are geared together, not for power but to keep them running in unison, their rotation being so timed that at two points the weights, seen bolted on, neutralize each other, and two points they produce a kick which gives the back and forth motion to the shaking shoe without any side play or other vibration.

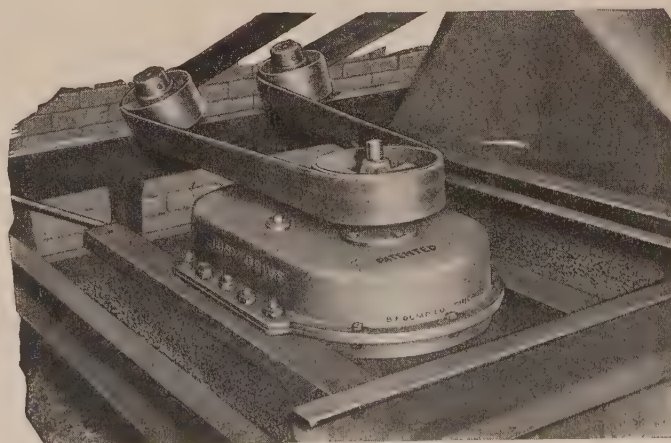
As shown in the engraving of the assembled unit on a sieve the belts driving the wheels are always led off at a right angle to the motion of the sieve. This drive is giving a 46x120 inch sieve a throw of 1 1/4 inches at a speed of 550 r.p.m. This can easily be changed so as to give sieve a throw of two inches or less, as desired.

Altho this drive is comparatively new, the patent having been granted only last year, several hundred have been installed in plants of all classes, the principal recommendation being that the drive will operate a sieve at a higher speed than eccentrics on the same machine, giving an increased capacity. It may need attention only once a year to renew the oil in the oil-tight casing.

The drive is known as the Juby Drive from the name of the inventor, Jubien, and is manufactured by the B. F. Gump Co., who will furnish additional information on request. The right to use the drive on sieve grain cleaning separators has been assigned to the Richmond Mfg. Co.



Showing Juby Drive With Top Removed.



Cotton Seed Shaker With Juby Drive.



## Grain Carriers

WASHINGTON, D. C.—The U. S. Shipping Board has ordered six additional vessels reconditioned for the Gulf trade as an aid in moving wheat from Gulf ports.

ERIE, PA.—The steamer Inca was forced to put into the port here by engine trouble while en route to Montreal. The cargo of 65,000 bus. of wheat was placed in the Pennsylvania elevator here and the boat towed to Ash-tabula for repairs.

CAIRO, ILL.—October 18 has been set as the date for the formal opening of the lock and dam system from Pittsburgh, Pa., to Cairo. Huge celebrations are planned at various points along the water route. The opening of the Cairo-Missouri vehicular bridge, which will be ready for use about that date, will be celebrated on the same day.

ST. LOUIS, MO.—Lack of export movement of wheat brought a decline in tonnage on the lower Mississippi barge line during July. The total tonnage for July, 1929, was 94,300 tons, compared with 112,248 tons during July, 1928. Quickening of the export movement was reflected in increased tonnage in the first week in August when 337,000 were shipped.

WICHITA, KAN.—This market will gain materially in grain rates if the proposed report of examiners to the Interstate Commerce Commission is approved. The report is on the western trunk line class rates. The report gives Kansas City increases of about 15 per cent and gives this point reductions of 7. The rates to Oklahoma City are about 10 per cent higher than Wichita, in the report. Kansas City is expected to make a determined fight against adoption of the report.

LEOLA, S. D.—Work on the Mound City & Eastern Railroad from Leola to Mound City will be rushed in the hope of having at least 18 miles of the line—from Leola to Long Lake—in operation for the fall crop movement. The line will run for 70 miles and will provide a much more convenient outlet for grain in McPherson and Campbell counties. The line is being financed in part by farmers along the route. A working agreement with the Minneapolis & St. Louis Railroad is planned.

OTTAWA, ONT.—The Canadian National Railway cannot appeal to the Supreme Court from the decision of the Board of Railway Commissions fixing a grain rate of 18.34 cents for shipments from the head of the lakes to Quebec. The original order was issued Aug. 26, 1927, and directed the line to establish such a rate from a rate of 34.5c per cwt. on wheat and 33c per cwt. on other grains. The railway board has denied the petition of the railroad for permission to appeal. The report recalled heavy expenditures of the government in building the Grand Trunk Pacific and recalled the declared purpose of building the line was to give a Canadian outlet for grain from the head of the lakes.

### I. C. C. Activities.

Increased freight rates on soybeans, cowpeas and velvet beans in less than carload lots in the southern classification territory are recommended in the proposed report of an examiner.

In 18452 the Commission held that switching charges to and from an off-line mill on transited grain at Hagerstown, Md., constituted overcharges on shipments which left the point of origin prior to May 14, 1926, but not on shipments of a later date. The decision upholds a former decision in the case which was reconsidered on appeal. The Pennsylvania Railroad, defendant, in a new tariff of that date cancelled absorption on all switching charges except those having an origin or destination on sidings of the Western Maryland Railway. Commissioner Eastman in a dissenting opinion said that the position of the majority was inconsistent with Supreme Court findings that a carrier does not have the right to recapture traffic which it originated.

### Load 10% Above Marked Capacity for Special Export Rate.

Wheat must be loaded to 10 per cent above the marked capacity of the car in order that the new export rate may apply. A warning that many grain dealers evidently are intending to ship under the emergency export rate yet do not know of the weight regulation has been issued by Henry L. Goemann, chairman of the transportation com'tee of the Grain Dealers National Ass'n.

Mr. Goemann also calls attention to the fact the loading rule applies only to cars being shipped under the export rate and that the grain must be for export to be given the emergency rate.

Shippers are required to pay upon a basis of the increased minimum in order to secure the reduced rate.

### Recovery for Loss of Grain on Barge.

The District Court for the Southern District of New York on Apr. 30 gave the Continental Grain Co. judgment against the Scott Bros. Construction Co. et al. for the loss of grain in a barge on the Erie Canal.

The tug J. B. Austin, Jr., was towing the barge Willis E. Knapp with a 350 ft. hawser to the nearest boat in the tow, and a push boat ahead of the tug when a dam was passed in which three gates had been opened by the construction company by order of the canal superintendent, creating a suction toward that side of the canal.

The court found that the master of the tug was not watching diligently to discover the draw, and that when he did observe the suction he should not have increased to full speed ahead, but proceeded more cautiously and gotten the tow to the opposite side of the river. The libel was dismissed as against the construction company and directed against the tug and its master, Wm. Hallenbeck.—33 Fed. Rep. (2d) 215.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

for

MEAL, GRITS, STERIL-  
IZING PACKAGE  
GOODS, ETC., AND  
GRANULAR PRODUCTS  
OF ALL KINDS.

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correspond with you.*

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### Proposed Change in Indiana and Ohio Rates.

A hearing was held by the Central Freight Ass'n at Chicago Aug. 20 on the proposal by the carriers to revise grain rates from points in Indiana, Michigan and Ohio to Port Huron, Detroit, Toledo, Sandusky, Cleveland, Cincinnati, Columbus, Indianapolis and Louisville, to a basis of 83.33% of current sixth class rates. This basis would be applied against short line mileage.

The general effect would be increase in rates for the shorter distances, many points within 32 miles of Toledo now taking a 6 cent rate being raised to 6½ and 8½c on grain. The rate from Lima now 8c to Toledo and 12½c to Cincinnati would be 11½c to Toledo and 14c to Cincinnati. The rate from Piqua would be raised 2c to Toledo and 1c to Cincinnati.

From Lyonsville, Ind., 61.7 miles to Indianapolis the rate would be reduced from 11½ to 11c; and to Cincinnati, 62.9 miles, raised from 9½ to 11c.

Opposition was expressed by those present unless the carriers agreed that the 83.33% basis is applied as a maximum and all lower rates retained. Some declared the issues involved made a general hard and fast percentage basis improper.

L. E. BANTA, traffic manager, Indianapolis Board of Trade: I believe that competitive conditions and influences should be considered and allowed. We are not opposed to the 83.33% of 6th class rate as a maximum but application of the proposed rates would bring more increases than reductions which would be harmful to the Indiana grain trade. Rates from Indiana points to Ohio river crossings are out of line at the present time and we are opposed to any increase. Indianapolis does its big business with Cincinnati and Louisville.

FRED K. SALE, sec'y Indiana Grain Dealers Ass'n, Indianapolis: The Indiana Grain Dealers Ass'n is opposed to any increases in rates. This proposal appears to be a general increase in rates. And increases at this time are unwarranted.

R. B. WILSON, traffic manager, Indiana Farm Bureau: We are opposed to any increases to any terminal markets and rates to Indianapolis and the Ohio River are on a high level as compared with Illinois. Rates into the south are already on a combination basis. They are away over the thru class 10 rates into the south.

D. J. SCHUH, executive sec'y, Cincinnati Board of Trade: We are interested in attempts to equalize rates from producing points to the primary markets but this proposal increases rates instead of equalizing them. The proposal affects Ohio more than Indiana, and Ohio can not afford any increases. The rates from Western Ohio to Cincinnati are now out of line and the proposed schedule would not accomplish an adjustment of the present rates. Our original protest was against certain rates that were even more out of line than others in Ohio and this proposal does not help the situation. If this schedule goes thru we will go before the Ohio Commission and protest. We certainly hope for a better adjustment from the carriers. As an example take 70 points whose rates are 11 cents and see what this proposed change does. It would mean increases for 46 points, decreases for 5 and the remainder would be unchanged. Cincinnati does not want higher rates from the producing points to its market. The market is hampered now by out of line rates. Some other markets can offset short line rates by applying the thru rate. Cincinnati wishes to be recorded as protesting. Our protest to the carriers was one against intra-state rates and the proposal would aggravate instead of help the condition.

J. E. KUNTZ, traffic manager, Early & Daniel Co., Cincinnati: Rates into Cincinnati and from Cincinnati to points where grain and grain products are consumed are all too high. Ninety per cent of the business in Cincinnati



must be done with the southeast and Carolina territory. What is the justification for the proposed increases?

Representatives of Toledo called themselves mute on the proposal but later declared they were satisfied with the present status and would not be opposed to the 83.33% rate as a maximum if it did not mean increases in rates lower than such a maximum.

W. F. VANDERGRIFF, Louisville Board of Trade: We are opposed to any hard and fast percentage basis. There are many adjustments needed in fixing a proper rate. I do not believe adoption of a percentage basis can be applied in all cases but of course a proper standard will have to take distance into consideration to some extent. Many adjustments are needed. The adjustment of Ohio rates into Louisville is one of them. Under the present plan all grain from Ohio must use the Cincinnati gateway. The entire problem needs more study and consideration.

F. M. Dickey and W. H. Meyer represented Toledo. J. M. Petrie was present from Terre Haute and E. W. Wallace of the Kellogg Co. represented Battle Creek. C. L. Purcell of the Quaker Oats Co., Chicago, also was present.

#### K. C. Southern's Lower Rates to be Effective.

The Kansas City Southern has finally won its long battle for a lower freight rate to Gulf ports which will equalize the export rate on grain over the line with the rates of roads operating by way of eastern ports.

Opposed by the terminal markets of St. Louis and Chicago and by the eastern and western trunk lines the railroad has been fighting for the lower rates for three years.

The Kansas City Southern asked a 7-cent reduction from its rate of 30½ cents on wheat from Kansas City to the Gulf. An emergency rate of 19 cents is in effect until Sept. 30. A

23½ cents rate on wheat will be in effect after that. The new rate on corn is 22 cents, reduced from 29 cents.

Carriers protested the schedule when filed but the Interstate Commerce Commission refused to suspend it. The rate will affect grain shipments from Kansas, Nebraska, Colorado, Iowa and Missouri.

#### Proposed Change in Michigan Rates.

Toledo grain and milling firms represented by W. H. Meyer, F. M. Dickey, W. G. Shepard, J. W. Enright and C. R. Keilholtz in May presented to the Central Freight Ass'n a proposal for a reduction of rates on grain and grain products from Michigan points to western termini of the trunk lines in Ohio and Eastern Indiana, the present basis making it impossible to dispose of Michigan grain to other than Eastern Trunk Line territory.

The Michigan roads checked the rates and found this condition was due to some rather low rates from Indiana to Akron, Cleveland and Cincinnati. Altho the grain men wanted a basis of 83.33 of 6th class the carriers favored a basis of 86.66% of 6th class, and a hearing was held Aug. 20 at Chicago on this proposition, which would raise some rates to Chicago, Detroit, Toledo and other points that are less than 86.66% of 6th class.

From Battle Creek, Mich., rates on grain and grain products are 19c to Akron, 21½ to Cincinnati, 22½ to Erie, and Pittsburgh, 24½ to Parkersburg, W. Va. Under the proposed change the rates would be reduced to 18½ to Akron, 19c to Cincinnati, 20½ to Erie, 21c to Pittsburgh. No change would be made in rates now on a lower basis.

Michigan's viewpoint is that Michigan rates have been out of line and too high when compared with other states in the C. F. A. territory. That Michigan has transportation conditions similar to those of her sister states in C. F. A.

territory and therefore should have similar rates, was the contention at the hearing.

E. W. WALLACE, Kellogg Co., Battle Creek, and spokesman for Michigan summarized the situation and asked the same treatment for Michigan that is accorded Indiana and Ohio. He pointed out that the proposal of the C. F. A. was to establish an 86.66 per cent of 6th class rates while on the same day there was a hearing on a proposal to establish an 83.33 per cent of 6th class rates for certain points in another hearing. Mr. Wallace called attention to the fact that the acceptance of the 88.66 per cent by the grain interests was only a temporary measure.

#### Barge Line Preference Effective Aug. 27.

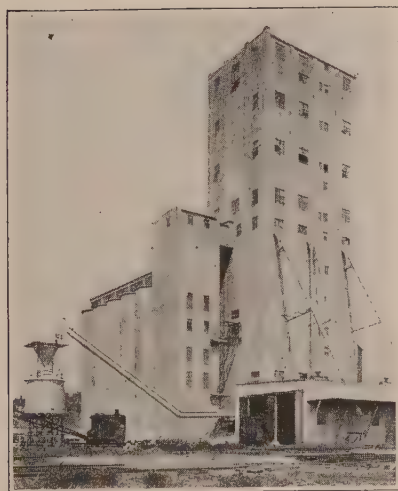
A general differential of 20 per cent under the all rail rates between Minneapolis and points on the Mississippi and eight designated states and new barges which will carry grain from Minneapolis to New Orleans without transfer are expected to increase the movement of northwest grain by the river route.

Joint rates and thru routes between the upper Mississippi barge line and all railroads serving Indiana, Illinois, Kentucky, Michigan, New York, Ohio, Pennsylvania and West Virginia become effective Aug. 27. The differential applies to all rates between Minneapolis and other points on the Mississippi and all points in the eight states on shipments either to or from that territory.

Eight of the new 2,000 ton barges have been launched and are expected in Minneapolis toward the end of August. The barges will carry 1,000 tons on a 6-foot draught from Minneapolis and take aboard another 1,000 tons when the boats have reached a point where the channel permits an 8-foot draught.

A total of 15,827 tons of cargo was handled on the upper river in July as compared with 7,720 tons during July, 1928.

## A REAL HESS DRIER AND NO BOILER REQUIRED



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Simple To Operate  
Automatic Temperature Regulation

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1,000 Bushel Hess Direct Heat  
Drier and Cooler

Crowell Elevator Company  
I. C. Railway Elevator, Omaha, Nebr.



# Field Seeds

MT. VERNON, WASH.—Skagit Feed & Seed Co. will build.

MERCEDES, TEX.—I. N. Simon & Son, Philadelphia, Pa., have opened a branch house here.

LOUISVILLE, KY.—John R. Watts & Son are installing seed cleaning equipment in the warehouse and elevator.

COLORADO SPRINGS, COL.—Colorado's Pure Seed Show will be held November 16 to 24 in the municipal auditorium here.

LEWISTOWN, MONT.—Seeking a more central location, A. V. Searle has moved his seed business to this place from Winnett.

SACRAMENTO, CAL.—Loss of \$20,000 resulted from a fire at the Mission Feed & Seed Co. here. Insurance covers the loss.

CRYSTAL CITY, TEX.—Reuter Seed Co. New Orleans has opened a branch retail store here with Charles B. Herndon as manager.

MILWAUKEE, WIS.—Max Teweles has been elected pres. of the Teweles Seed Co. to succeed the late Hugo Teweles, his brother.

TULSA, OKLA.—Binding Seed & Feed Co. will build an addition to its present quarters which will be ready for the 1930 crop movement.

COUNCIL BLUFFS, IA.—Ouren Seed Co. has purchased the Keyes Manufacturing Co. building and will remodel it into a model seed establishment.

BUHL, IDA.—New cleaning machinery will be installed in the Farmers Grain & Seed Company bean warehouse now under construction. The building will be 48 by 180 feet.

VALLEY, NEB.—J. C. Robinson Seed Co. is building a four-story 40 by 60 ft. plant for seed drying. A boiler and Hess Drier will be installed. Bins for 11,000 bus. of corn will be installed. The addition will triple the corn capacity.

BERKELEY, CAL.—The recently acquired seed house of the Bamberger Seed Co. is being remodeled. The new location has a switch track.

STOCKTON, CAL.—Knox Seed Co. is remodeling a building which the company recently acquired to house a division of its enterprises. James Knox heads the company.

MILES CITY, MONT.—Re-installing of equipment and the installation of two dust collectors is underway at the Snell Brothers seed plant. Younglove Construction Co. is doing the work.

NEW YORK, N. Y.—Maxim and Louis Hershey, both formerly with Hinton & Co., Inc., the former at one time being general manager, have organized an importing seed company.

BATTLE CREEK, MICH.—Fred S. Lockwood is now associated with H. C. King & Sons, Inc. For several years he was manager of the field seed department of C. E. DePuy Co., Pontiac, Mich.

SIOUX CITY, IA.—Jesse E. Johnson, office manager of the Haley-Neeley seed and fruit house at Carroll has been transferred to the company's offices here.—Art Torkelson, Lamson Bros. & Co.

MEMPHIS, TENN.—Fire gutted the Otto Schwill & Co. building here Aug. 6 with a loss of \$60,000 covered by insurance. The company, the oldest seed firm in the city, had made plans to move about Oct. 1.

FORT COLLINS, COLO.—Seed certification is on the increase in Colorado. The last 30 days reported on by the Agricultural College show 86 applications for membership in the Colorado Seed Growers' Ass'n and 126 applications for field inspections of farm seed crops.

FREE DISTRIBUTION of garden seeds by the city government of Milwaukee, Wis., has ended with the death of the city seed commission which died from a lack of council appropriations. Citizens did not take advantage of the offer of seeds for merely calling at the city hall for them.

PAXTANG, PA.—Harry L. Holmes, Sr., a life-long seedsman died Aug. 6, at his home here. He was with the Burpee Company of Philadelphia for more than 20 years but in 1895 he went to Harrisburg and established the Holmes Seed Co. which he operated until ill health forced his retirement. His widow, three sons and one daughter survive.

WARREN, MINN.—The elevator purchased at Strandquist (Thief River Falls post office) was torn down and shipped to this city where it is being rebuilt. The Pioneer Land & Loan Co., which bot the plant and will use it for a seed house had intended, as reported in Grain Dealers Journal for July 25, to move the elevator intact but the company changed its plans. The parts were moved by train and truck.

SPOKANE, WASH.—H. C. Knoke & Co., Chicago, Ill., has bot the Spokane Seed Co. here and this place will be the center of the seed pea and split pea activities of the Knoke Co., which is branching out with smaller cereal plants. The seed pea cleaning and storage plant and the split pea factory of the Spokane Co. will be operated under the same corporate name and C. C. Whealy will continue as manager. The taking over of \$150,000 in seed pea contracts was included.

## To Eliminate the Weed Waste.

[From address by H. C. Rather, Professor of Farm Crops, Michigan State College, before Farm Seed Ass'n of North America at Chicago.]

Very often the local dealers, who make direct contacts with seed growers, have a sort of community situation in which it seems they feel that, in order to do business in that community, everyone must be treated alike and the same price must be paid for seed and the same price must be paid for wheat, barley, or whatever the commodity may be, regardless of what the quality of that commodity is, in order to keep them all feeling good. So the producer of good seed, or of a high quality commodity, is penalized and brought down to the level of his more careless farmer competitor.

To penalize unclean, inefficient production and to award with premiums clean quality seed production would be another effective blow against the production of poor seed. After all, the entire weed problem goes right back to production in the first place.

I never expect the farmers to be seed analysts. As a matter of fact, you who deal only in seeds hire specialists to do that analyzing job for you. The farmer has to be his own specialist in mechanics, science, capital, labor and in marketing, and is probably not going to be a specialist in the analyzing of seeds but we should teach him to recognize as many of them as is possible for him to recognize. His only real hope, then, is in the information carried to him. He has a pretty tough job, if he happens to be growing alsike clover seed and gets a shot of catchfly in there, to get it out, if he does a clean job of production. If he doesn't do a clean job of production, you have a tougher job of getting it out afterwards, and it is practically impossible to do so. Then the worst situation of it all is when you find that the customer wouldn't know if there was a catchfly in the alsike if he saw it, and he depends entirely upon the label that is on the bag.

The cleaning operations of good seed and the losses entailed in those operations are not very well understood and appreciated by the farmers of the country.

If the Farm Seed Ass'n were to accumulate the sort of information which comes from the various cleaning warehouses of the members of this Ass'n, the kind of seed that is the most troublesome, the kind of seed that is worse than another particular kind of seed, the loss, by way of value of that seed, to both the grower of the seed and the ultimate user of it, the loss of shipping and the cleaning operations, you could thereby impress upon the minds of the farmers the losses they must suffer at one end of the line or the other in connection with the weed proposition; and there are a great many channels thru which that information might well be disseminated.

## Imports and Exports of Seeds.

Imports and exports of seeds for June, compared with June, 1928, and the six months ending with June, are reported by the Bureau of Foreign and Domestic Commerce, in pounds, as follows:

	IMPORTS		6 mos. ending June	
	1929	1928	1929	1928
Alfalfa .....	10	4,600	833,673	275,068
Red clover .....	174,263		5,825,162	4,837,720
Alsike .....		106,058	3,709,299	4,841,375
Crimson clover .....	108,773		397,125	74,952
Other clover .....	144,725	249,168	3,964,145	5,250,891
Vetch .....	311,782	231,502	1,845,418	2,165,441
	EXPORTS		6 mos. ending June	
	1929	1928	1929	1928
Alfalfa .....	1,023	9,280	321,946	287,001
Red clover .....	500	1,890	145,406	274,411
Other clover .....	722	1,709	134,795	240,854
Timothy .....	68,015	352,799	4,301,629	7,886,212
Other grass seeds .....	319,624	90,927	2,778,759	1,788,075
Other field seeds .....	236,821	190,650	1,833,396	1,685,591

One thousand and fifty-nine mills made 8,913,649 bbls. of flour from 40,840,748 bus. of wheat during June, the Dept. of Commerce has announced. This compares with 7,757,577 bbls. of flour made by 1,061 reporting mills from 36,082,980 bus. of wheat during June 1928. A comparative statement from 695 identical concerns gives 39,883,429 bus. of wheat used in 1929 as compared with 35,739,601 bus. used in June 1928.

## Directory

### Grass and Field Seed Dealers

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CHICAGO, ILL.

Kellogg Seed Co., John L., field seeds.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.  
Rudy-Patrick Seed Co., field seed merchants.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds.

#### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

#### ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.



# Seedsmen Need Anti-Weed Campaign

(From Address by F. W. Kellogg, Milwaukee, before Seedsmen's Conference at Madison, Wis.)

Unfortunately a relatively small proportion of the seed consumed annually in Wisconsin is distributed by the commercial seedsmen, who is well equipped mechanically and by long experience to deal most successfully with the seed as it is produced upon the farms of Wisconsin and other states. The Wisconsin Seed law applies alike to seedsmen and the farmer producer. Obviously, however, it is difficult, if not impossible, to thoroughly police the distribution of seed for seeding purposes from farmer to farmer; farmer to local seed buyer to farmer; or the seed replanted by the producer himself.

The term "back fence trading" has been coined to describe this type of seed distribution. I do not join with other seedsmen in condemning farmer to farmer trading in seeds, for as a matter of fact, all other conditions being equal, I am sure it is both sound and economical. To even the casual observer, however, it must be strikingly apparent that this type of seed distribution and use has contributed very largely to one of our very distressing agricultural problems.

Most of the seed resown by the producer or sold to a neighbor is not backed by a careful analysis for purity and a test for germination. The serious noxious weed infestation is not often recognized by the farmer or its dangers appreciated. He resows his own seed or sells it to a neighbor under the false impression that he does not have a bad weed on his place.

The samples of seed coming to seed houses every season, clearly indicate the dangers which lie in the use of uncleaned, untested, weed-infested seed. Unfortunately, many farmers do not recognize the plants of noxious weeds and are totally unfamiliar with the seeds of them. A casual examination, even by an expert, does not always disclose the presence of noxious weed seeds unless the sample is badly infested.

If a seedsmen cannot safely buy an individual lot of seed without examining every seed in a two-ounce sample, the farmer need not expect to escape the dangers of weed infestation without as careful a test as this.

**For Better Seed Campaign.**—There is an urgent need, I believe, for a better seeds campaign in Wisconsin. I do not advocate the passing of any new law but rather a persistent, aggressive campaign of education.

We must forcibly illustrate the money losses that are being incurred by the use of foul and uncleaned home-grown seed and demonstrate the absolute need before planting of accurate tests for both purity and germination. Our farmers must be convinced that it will pay them well to have their seed tested before planting, no matter if they produce it themselves, buy it from a neighbor or secure it through commercial channels.

There is also a need I believe, for a closer supervision of the seed passing in the farmer to farmer channel of distribution. It is a source of real danger and a reasonable control would be of great service to our agricultural people.

The use of uncleaned grain for seeding purposes also contributes largely to our weed problem. A seed box survey, in a few of our counties, might be very profitably undertaken by the Department of Agriculture. An examination and analysis of the samples gathered in such a survey would, I am sure, strikingly illustrate just how our farm lands are being polluted through the planting and replanting of uncleaned, weed infested seed grain.

A campaign might also be undertaken with the commercial threshermen, operating within the state, for a more efficient threshing service. Many of the troublesome and harmless weed seeds could be very easily eliminated during the threshing operations.

**Weed legislation** in Wisconsin preceded by many years, legislation to regulate the quality of seed offered for sale for seeding purposes within the state. As I have said, we have made a fine job of enforcing the seed law against that part of the seed supply distributed by those best qualified to meet its requirements. But may we point with equal pride to our accomplishments in the direction of intelligent weed control?

I have long held to the opinion that the enforcement of pure seed legislation could be only a part and a small part of a sound agricultural policy. Unless properly fortified by an intelligent control of the production and distribution of noxious weed seeds at the source, the enforcement of seed control legislation would prove an ineffective gesture. I still hold this view.

If the state is justified in making an appropriation to enforce the seed law, it cannot consistently continue to avoid an equal responsibility in respect to weed control.

The weed menace has become steadily more

aggravating until now we face the very real problem of finding a way of living with our weeds and attempting to find ways and means of holding them in check. Improved methods and new mechanical devices have enabled the well-equipped commercial seedsmen to do his full share in the elimination of the seeds of some of our most troublesome weeds, from crop seeds as they are produced on the farms. The weed plants remain on the farms, however, to aggravate an already serious situation, so our efforts must be directed to the real source of noxious weed seed infestation.

It has been estimated that Wisconsin agriculture suffers an annual loss of some forty million dollars as a direct or indirect result of our weed situation. An estimate of such loss is an approximation at best, although it serves to emphasize that it is a very serious burden upon the agricultural income of the state.

This situation has been developing gradually for many years and it is apparent that even a partial cure must be a very long, patient, laborious process. Surely, however, enough is at stake to warrant the employment of a small staff to devote its entire time and energy to this one problem.

A start should be made even in advance of the adoption of a complete program of weed control. The department and the college of agriculture can undoubtedly devise some simple first aid methods for the immediate, effective employment of a small weed control staff.

An important service might be inaugurated and made available to farmers at cost, to counsel with them respecting the advisability of cutting certain fields for hay, rather than allowing them to stand for seed. It becomes increasingly apparent to seedsmen that many lots of seed which are offered to them in increasing quantities each year, might better have been cut for hay.

Wisconsin is producing far too much seed so badly infested with weed seeds that even after expert cleaning cannot be sold legally in Wisconsin or in many other states. Once produced, such seed is sure to find a place in the ground somewhere, to the serious detriment of agriculture generally and more particularly to the individual who plants it.

Obviously, it will become increasingly more difficult to supply an ever larger demand for

the quality of seed most desirable for agricultural success, unless some steps are taken to improve the quality of the raw material as it is being produced on the farms in the seed producing states.

When a national program of weed control is finally worked out, some responsibility is likely to attach to the agricultural authorities of this and other seed producing states to discourage the production of seed so badly infested with weed seeds as to constitute a menace to agriculture wherever the seed may be finally planted.

One seed producing state cannot consistently forbid the use at home of seed of its own production, with the full knowledge that it can only be sold illegally elsewhere.

Seedsmen are equipped to eliminate almost entirely the seeds of some of the most troublesome weeds. Some other weed seeds, because of their size, shape or weight cannot be as successfully removed. Our early efforts, therefore, might be profitably directed to the discouragement of the weeds, the seeds of which reproduce profusely and cannot be successfully removed in modern cleaning processes.

The wholesale seedsmen and the local buyers of the country-run alsike, white clover, red clover and timothy seed can do more than anyone to discourage the production of badly weed-infested seed if they are willing to co-operate toward that end.

Under the buying methods now employed, the producer of poor seed very often gets far more than it is worth, while the careful grower of clean seed is seldom rewarded sufficiently to repay him for his backbreaking work in cleaning up his fields.

The system is faulty if there is a reward upon slipshod methods. Seed as it comes from the huller, should not be purchased from the grower, until a test has been made to determine the proper dockage for dirt, shriveled seeds, and the weed seeds it contains. The wholesale seedsmen possess the necessary equipment for determining such dockage.

A simple outfit, suitable for use of the country buyer, consists of six testing sieves and a small scale, and may be purchased at a cost of less than ten dollars. These simple appliances, if conscientiously employed, would solve a troublesome problem for the country merchant and at the same time reward the careful producer and penalize the grower of the class of seed which should be discouraged.

If it is believed that more scientific and equitable methods of buying country-run seed would actually contribute to better seed production, then indeed, it must be construed as an important link in a weed control program. The wholesale seedsmen, operating in the Wisconsin seed producing territories must do their full share in making such a program effective.

I therefore, suggest, if you are in agreement with me, that the president of the Seed Council of Wisconsin, invite the executives of the wholesale seed companies to meet with a committee of the council, for the purpose of developing a uniform system of dockage determination and to secure an agreement, if possible, to make it apply uniformly to the purchase of all country-run seed.

The wholesale seedsmen are the key to the situation, as the application of a uniform system on their part would be reflected in similar methods by the local buyers who look principally to the wholesale seedsmen for their market outlet.

Many agricultural authorities and farmers, too, fail to appreciate the function of the dependable seedsmen. He is unable to control in any fashion the raw materials he has to work with but the quality of his finished product is regulated by legislation, both state and national. He is not responsible for the imperfections of his product and the weed seeds present are not of his own making.

The progressive seedsmen of the country are in an eternal struggle to successfully cope with the weed problem as they find it in the seeds they are called upon to handle. We are reaching the time, however, when something must be done at the source, if our national seed supply is to continue to measure up to the demands of agriculture.

In conclusion, may I emphasize my contention that there is an urgent need in Wisconsin for a better seeds campaign, a program to check or partially control the alarming spread of noxious weeds, the cooperation of wholesale seedsmen in adopting sounder methods of buying and a wider supervision of that part of the seed supply which does not move entirely within commercial channels.

Sydney Anderson has resigned as pres. of the Millers National Federation. He had held the post for five years and was the leader of the building up of the federation to a point of great service to the members. As soon as relieved of his duties he will take an executive post with General Mills, Inc.



Fred W. Kellogg, Milwaukee, Wis.



# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**POOL MEMBER'S RIGHT TO SELL ELSEWHERE.**—The member was privileged to sell, without liability to the ass'n, wheat harvested in 1922, which, pursuant to instructions of the ass'n, he hauled to the ass'n's elevator and offered to deliver, but which the manager of the elevator refused to receive.—*Kansas Wheat Growers Ass'n. v. Toothaker. Supreme Court of Kansas. 278 Pac. 716.*

**DELIVERY WITHOUT SURRENDER OF B/L.**—In an action against a railroad company to recover damages growing out of the delivery of a carload of wheat without requiring the presentation or surrender of the B/L therefor, it is held that, under the facts disclosed in the opinion following, the railroad company is not liable to the plaintiff.—*Edward M. Kelly v. A. T. & S. F. Ry. Co. Supreme Court of Kansas. 270 Pac. 586.*

**SALE AFTER BUYER'S REJECTION.**—Where seller of maize, on buyer's rejection of part of amount sold and refusal to pay, resold the maize within a reasonable time and obtained best market value established in county between time of rejection and date of resale, court properly allowed seller to recover difference between contract price and resale price, under Civ. Code, § 3311, subd. 1.—*Morton v. Albers Bros. Milling Co. District Court of Appeal, California. 276 Pac. 383.*

**NO DAMAGES FOR REFLECTION OF LIGHT FROM GRAIN TANKS.**—Defendant's grain tanks, 60 feet high, were painted white, and situated across the street from plaintiff's residence into which so much light was reflected that the afternoon sun made the front porch untenable, it was alleged, and the lower court gave damages, but the Supreme court of Kansas reversed this, holding that plaintiff had no cause of action.—*Frank Shepler v. Kansas Milling Co., Wichita, 278 Pac. 757.*

**LIABILITY AT NON-AGENCY STATION.**—B/L, exempting carrier from liability as to property taken from station, wharf, or landing at which there was no regularly appointed freight agent until after cars are attached to train, held not to exempt carrier from liability for shipment destroyed while freight car was on private siding, after being loaded and sealed, where carrier had regular freight agent at station and B/L did not refer to siding.—*Crane, Hayes & Co. v. N. Y., N. H., & H. R. Co. City Court of New York. 230 N. Y. S. 427.*

**CONSIGNEE NOT ALWAYS LIABLE FOR FREIGHT.**—Fact that person is named as consignee, or is owner of goods, does not render him liable for payment of the freight; but, to hold the owner or consignee, he must acquiesce or agree to the B/L by some express or implied agreement, and the exercising of dominion over the goods is sufficient to render him bound by the B/L. Named consignee and owner, in disposing of property for which freight charges are sought to be collected, and

notifying railroad of sale, may rely on provision of B/L prohibiting railroad from delivering property until all charges have been paid, as protecting him against liability for payment of freight.—*New York Cent. R. Co. v. Stanziale. Supreme Court of New Jersey. 143 Atl. 834.*

**CONFIRMATION ACCEPTED BY ACTING ON IT.**—Where, after exchange of telegrams constituting contract of sale of cars of grain, plaintiff buyer sent letter of confirmation, adding the terms: "Grade official or destination weights and grades to govern," directing route of draft to be drawn and place of payment, and adding that, if above confirmation is not in accordance with facts to advise him immediately by wire, defendant sellers, receiving it before shipment, and acquiescing in and acting on it, became bound by it as part of the contract, so that action for grain not being of grade stipulated by the letter is maintainable in county where grain was deliverable, under Rev. St. 1925, art. 1995, subd. 5, providing that person contracting in writing to perform an obligation in a certain county may there be sued thereon.—*Stevens-Smith Grain Co. v. Heid Bros. Court of Civil Appeals of Texas. 18 S. W. (2d) 210.*

## Duty to Deliver Telegram.

The Supreme Court of Alabama on May 30, 1929, decided in favor of the Western Union Telegraph Co. in the suit brought by C. M. McMahan & Sons to recover damages for delay in delivering a message received in Birmingham, Ala., at 4:38 p. m. on a Saturday.

An employee of the telegraph company tried repeatedly on Saturday afternoon and Sunday to communicate with a member of plaintiff's firm at his home, the office being closed at 4 p. m. Plaintiff claimed that defendant should have undertaken personal delivery instead of 'phoning. The message was delivered at 7 a. m. Monday, too late to accept the offer.

The question of delay was given the jury, with the following instruction by the court:

The court charges the jury, if you believe from the evidence that the plaintiff's telegram, sent on Monday morning, July 20, 1925, to Sanzone-Palmisano, at Cincinnati, was sent within a reasonable time after the message sued on was sent to plaintiff by the Cincinnati firm, then you could not award plaintiff any damages for loss of the sale of the potatoes.—*123 Southern Rep. 76.*

## Garnishment of Proceeds of Draft.

The Hale Co., San Francisco, shipped 600 bags oriental pinto beans to the Mayfield Co., Terrell, Tex., and after paying the draft the Mayfield Co. immediately got a writ of garnishment against the proceeds of the draft in the hands of the First National Bank of Terrell.

The San Francisco bank intervened, claiming it had bought the draft, but the court found that the amount had been credited to the account of the Hale Co., and that the Hale Co. was to reimburse the bank in the event the payee declined to pay, and that the money really belonged to the Hale Co. and therefore was subject to garnishment.

The jury answered "No" to the question, "Did the American National Bank purchase the draft in question from the Hale Company prior to the service of writ of garnishment upon the garnishee at the instance of the plaintiff?"

This was the third trial, the first in favor of the San Francisco bank, the others, the final

decision by the Court of Civil Appeals of Texas, in favor of the Mayfield Co.—*18 S. W. (2d) 775.*

## Dissension in Michigan Bean Pool.

Questioning the reported claim of the Michigan Elevator Exchange to the Federal Farm Board that the Exchange was in a position to handle the Michigan bean crop, Michigan bean growers will send a com'te to Washington to confer with the federal body.

About 25 bean growers met with State Commissioner of Agriculture Herbert Powell following the Farm Board conference in Chicago and the state commissioner was empowered to name a com'te of six to represent all bean growers at the meeting with the farm board.

Differences between some of the bean growers and the Elevator Exchange, which has some 2,000 members, were brought out at the meeting. Many protested the reported claim of the Exchange and declared that the farm board should be told the Exchange represents only a portion of the bean growers. The com'te also will confer with the board as to plans for an organization taking in all the growers, including those members of the Exchange.

Growers have been receiving top prices for their beans during the past two years, those at the meeting claimed, because, thru the influence of Governor Green, beans were held at times of low prices and marketed on advances. A more formalized organization is the wish of those at the meeting.

It is considered probable that the state administrative board will finance the preliminary work of forming the new organization.

## Michigan Invaded by Bean Beetle.

Michigan's bean industry is anxiously awaiting further developments of the invasion of the Mexican bean beetle in order that plans for the battle against the pest may be mapped out more completely. Prof. R. H. Pettit, entomologist of Michigan State College, sees immediate need for care in destroying trash and the plowing of fields as soon as the crop has been harvested, but he also points reassuring factors in the situation.

The beetle attacks all sorts of cultivated bean plants. It was first found in Michigan in 1927 in Monroe, Oakland, Wayne and Macomb Counties.

While the beetle prefers the common bean along with the lima and string beans, it can maintain itself on beggar tick, cow peas and soy beans. Sprays and the cleaning up of hiding places probably will make up the principal methods of defense.

Of poisons available the most promising appear to be either magnesium arsenate applied as a spray at the rate of one pound to 50 gallons of water, or else a dust composed of one quart of calcium arsenate to seven parts of hydrated lime.

The beetle belongs to the group of ladybirds but is larger than the common ladybirds, being about a quarter of an inch in length, sometimes even more. It is oval in form and its highly arched or orange-brown wing-covers are each ornamented with eight irregular black spots arranged in three rows across the back, making sixteen spots.

The bug feeds on the under side of the leaves.

## Elevators for Uruguay.

Several legal steps remain to be made before the Uruguayan grain elevator project becomes a law and definite moves toward construction are made, says a report of Spencer B. Greene, acting commercial attache of the United States Legation at Montevideo.

The National Council has been considering the project, first reported on in Grain Dealers Journal for June 10, and when finally approved the Banco de Seguros probably will issue bonds to finance it.

Tentative plans, as originally reported, call for 66 elevators costing \$1,000,000.

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Chicago, Ill.



## Meeting Competition in the Distribution of Side Lines.

The world is changing rapidly these days and the grain business is not escaping the changes. After a careful consideration of present trends and tendencies, the thoughtful grain dealer is more than likely to ask himself this question:

"How can I hold my own with, or stay ahead of, the aggressive competition of the times?"

You need have no uneasiness about the problems of today. They can be solved. You can both hold and increase the business you have now by doing these three things:

1. Advertise consistently and persistently.
2. Keep manufacturers' advertising and merchandising campaigns working for you.
3. Study the science of modern merchandising and put it into practice.

These things are not difficult. Neither are they exactly easy. They are simply part of the job of conducting a merchandising supply establishment. As such, they can hardly be neglected by the elevator operator working for permanent success.

Unless your situation is unusual, your competitors are relying on one, two or all of these factors:

1. Price. 2. Advertising. 3. Quality and Service.

To meet competition successfully, you should decide, first of all, what to do about price.

Some elevators feature price exclusively. Some rely on quality merchandise and good service, virtually ignoring prices. Others have worked out a happy medium between these two policies. They watch prices closely, to give the customer every possible advantage, but keep them at a level which insures the maintenance of quality and service.

Conditions in your community will, of course, govern your price policy to some extent. However, unless they are strikingly unusual, it is well to remember that the "lowest-price" idea, followed to its logical end, demands sacrifices, cheapening and deterioration all along the line—not only of stock, but of business methods, business quarters and character of help.

Because there is so much determined competition today, such a policy is almost certain to prove disastrous in the long run. The attractive elevator, the dependable merchandise and the competent, courteous salespersons are bound to win in the end. It must not be forgotten that the American standard of living is the highest ever known—and is steadily being raised. In effect, this means that we put quality first and regard cost as secondary.

For another reason, too, depending on price alone is not advisable. That is "customer turnover." The customer who buys on price alone seldom, if ever, trades long at any one elevator. Sooner or later, another elevator quotes lower prices—maybe on a few insignificant items only—and away goes the "price" customer.

Can you afford this constant "customer turnover"? Getting a person to come to your elevator once or twice is only half the battle. Keeping him coming is what counts. It is from your own "family" of steady customers—not from touch-and-go buyers—that you will derive lasting success.

Do not take competitors' prices too seriously if you are in business to stay. You, too, can use price appeals without committing yourself to cut-price tactics. Offering "specials" or "leaders" on which much or all of the profit has been sacrificed is a perfectly legitimate method of attracting new customers and holding the good will of trade you already have—provided you don't do it to the point of educating your customers to think too much in terms of cost. Making "specials" of dead or slow-moving items—or featuring them in a reduced price or combination-offer sale—is not only legitimate, but, in many instances, necessary to keep a stock of merchandise fresh, clean and alive!—From Sales Helps by the Carey Salt Co.

## Harmful Restrictions on Mixing

Restrictions against mixing grades as provided in the Canada grain act is costing Montreal the export of 20,000,000 bus. of barley a year, F. H. Heywood, export manager of James Richardson & Sons, Limited, Montreal, testified at a hearing before the Saskatchewan Royal Grain Commission.

The barley is moving to Atlantic seaboard ports of the United States for export, the witness told the commission and others expressed objections to the same restrictions.

Mr. Heywood pointed out that Canada is the largest producer of pig feed in the world. Germany, he said, bot about 80 per cent of all that was grown to feed the largest number of pigs bred in any country.

Congestion in the port of Montreal was due to the lack of European purchases and not to any lack of harbor facilities or storage capacity, he testified.

World's wheat crop of 4,214,336,000 bus. is the estimate of the London Grain Seed & Oil Reporter. The figure includes Russia. This compares with 4,668,672,000 bus. for last year.

## Books Received

"KNOW YOUR FARM SEED" emphasizes that the buyer always gets more seed for his money when he buys the highest grade and from a responsible seller; warns how some dishonest dealers use the sacks of reputable concerns without turning them—thus injuring both the buyer and the reputable concern—and other things of interest and importance to the person interested in seeds, but who is not an expert on the subject. It is by Samuel M. Jordan of the Missouri State Board of Agriculture and is published as bulletin No. IV of the quarterly series of that board, Jewel Mayes, sec'y, Jefferson City, Mo.

## Insurance Notes.

BOSTON, MASS.—Frederick J. Hoxie died Aug. 11 at his home in Phenix. He was long connected with the American Fire Prevention Ass'n.

THE FIRE HAZARD from weeds around an elevator may quickly be removed by sprinkling salt around the property to a distance of about 25 feet in all directions. One treatment is usually enough to keep weeds from springing up.

RURAL FIRE DEPARTMENTS have been organized by many communities to the end that a very efficient volunteer department with modern apparatus has replaced the bucket brigade of many towns with a population of less than five hundred. In some instances, neighboring communities having apparatus and departments of their own co-ordinate to the end that several departments can be assembled to fight large fires.

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can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

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**Universal Grain Code:** The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Millers Telegraphic Cipher: (1917)** For the milling and flour trades. 77 pages, 3¼x6 inches. Cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 9th edition revised for provision and grain trades. 145 pages 4½x5¼ ins. Cloth bound. Price \$3.50.

**A. B. C. Improved Fifth Edition Code, with Sup.:** Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision):** Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6¼x8¼ ins. 350 pages, bound in keratol. Price \$10.00.

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Grain Dealers Journal

309 S. La Salle Street, Chicago, Ill.



# Feedstuffs

ATCHISON, KAN.—The Blair Elevator Co. recently installed a feed unit.

RICHMOND, IND.—Richmond Feed & Milling Co. will remodel its present building.

DAWSON, GA.—M. C. Edwards plans the establishment of a plant to manufacture mixed feeds.

PARIS, IDA.—S. G. Sleight's new feed mill, which will have a capacity of 10 cars, will be in operation by fall.

BABY CHICKS have become big business. It is estimated that more than 500,000,000 were hatched this year.

MINNEAPOLIS, MINN.—The new flax crop is expected to start reaching the crushers by the middle of September.

FORT SMITH, ARK.—A warehouse to hold 70 carloads of peanuts is being built for the Fort Smith Nut Products Co.

WACO, TEX.—Central Farm Products Co. is building a feed manufacturing plant. Machinery costing \$50,000 will be installed.

SANTA CRUZ, CAL.—The George H. Croley Co., San Francisco, feed manufacturer, has acquired the feed department of Shipway & Nakken.

LEAVENWORTH, KAN.—Mail addressed to Leavenworth Feed Mills, of which Geo. E. Liggett was mgr., is returned marked removed to Kansas City.

FREMONT, NEB.—O. W. Rechsteimer of Cleveland, O., has purchased the Henry Fredrickson Feed Mill which has been operated here for six years.

FARGO, N. D.—Work is nearing completion on the elevator, feed plant and warehouse here for the Interstate Seed & Grain Co. Younglove Construction Co. has the contract.

LABOR troubles which have closed 70 jute mills in India are reported as settled and the mills are operating again. The strikes were an important factor in burlap prices for some days.

BEARDSTOWN, ILL.—G. E. Baujan, for many years with Schultz, Baujan & Co., millers and grain dealers at Beardstown, Ill., died at his home there. Mr. Baujan had disposed of his financial interest in the business when he retired from active participation in it some years ago.

LITTLE ROCK, ARK.—State and national organizations are joining local units in a campaign to urge upon farmers of Pulaski and adjoining counties the value of a well conducted dairy industry.

AVERAGE annual milk production per dairy cow in the United States has increased from 3,600 lbs. to 4,600 lbs. in ten years. The present production can be doubled by keeping better cows and feeding them 50 per cent more feed.

HASTINGS, NEB.—An addition which will give the feed plant a capacity of two carloads a day is being erected at the Hastings mill of the Nebraska Consolidated Flour Mills Co. E. C. Dinsmore is manager of the local establishment.

FEED MANUFACTURERS of the United States must import 92,500,000 gallons of blackstrap molasses each year. The country supplies about 7½ per cent of the total of 100,000,000 gallons annually required by the feedstuffs industry.

MADISON, WIS.—Six hundred attended a picnic for Quaker Oats feed dealers and their families held on Monona Farm, maintained by the company, near here. John Stewart, pres. of the company, attended and experts discussed various subjects vital to the feed dealer.

NASHVILLE, TENN.—Feeding is the most vital factor in profits from hog raising says J. H. McLeod, extension swine specialist, University of Tennessee. Declaring corn to be the base for a hog ration he holds that 100 lbs. of high grade 60 per cent tankage will save 10½ bus. of corn.

KANSAS CITY, MO.—Capacity of Nutrena Feed Mill, Inc., will be increased 25 per cent by the addition now under construction and scheduled for completion October 1. The addition has a ground area of 48 by 100 feet and will be three stories high. Van Roy Miller is pres. of the company.

TULSA, OKLA.—Johnson Seed & Feed Corp. has been incorporated to take over and enlarge the business of the Johnson & Son Seed Co. The new company, incorporated under Delaware laws will have a capital stock of \$200,000, an increase of \$150,000. The firm will manufacture poultry and dairy feed and will add other feeds in a program which will double the present capacity.

CHICAGO, ILL.—General conditions in the east are conducive toward good business, reports F. J. Bradford, vice-pres. of Arcady Farms Milling Co. who returned Aug. 16 from an eastern trip. Pastures were in a very dry condition and dealers' stocks were low. He spent several days at Atlantic City with A. B. Lippincott of the South Jersey Farmers Exchange and Mrs. Lippincott.

PORT COLBORNE, ONT.—The Maple Leaf Milling Co. will build a feed mill and bag plant in connection with the new 1,000,000-bu. elevator to be erected here. The newly announced units will cost \$250,000 and the feed mill is to be ready December 15 and the bag plant early in 1930. The company's feed mill at West Toronto will be abandoned upon completion of the new plant.

MENDOTA, ILL.—Federal Grain & Elevator Co. is erecting a feed manufacturing plant here. A large size Gruendler Grinder and a large batch mixer will be installed. The company will manufacture a complete line of dry feeds. S. T. Edwards & Co. designed the plant and arranged the formulas. An addition to the elevator will house the feed plant.

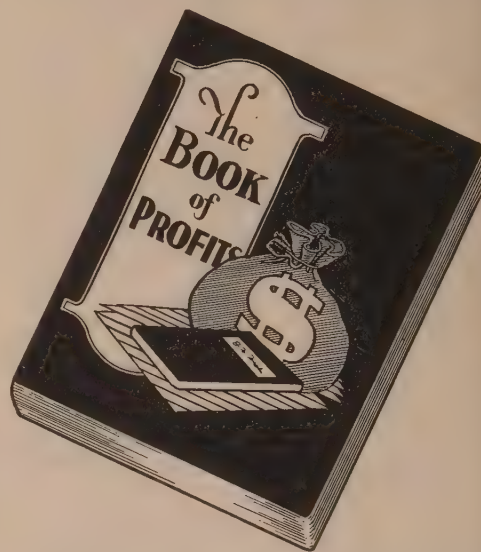
FAITH, S. D.—The Western South Dakota Alfalfa Corporation has been organized with a capital stock of \$100,000 by Henry Barnes, Faith; Philip J. Ramos, Glenn Ridge; New Jersey and Lester J. Ward, Beaver street, New York City.

FORT WAYNE, IND.—Allied Mills, Inc., organized to receive the merger of the American Milling Co. and the McMillen Co. has filed its incorporation papers at Indianapolis for 2,000,000 shares of no par value. Incorporation fees were \$20,001.50 and the incorporators are D. W. McMillen, J. F. Kline, George F. Buist and F. B. Shoaf, all of Fort Wayne.

NASHVILLE, TENN.—I have severed my connection with the Kittrell-Mizell Co., and that firm is now operating under the name of the Kittrell Grain & Feed Co. I am now connected with the Bennett, Mizell & Tyner, which was the old firm of the Bennett-Tyner Grain Co. We are doing strictly a mixed feed and coarse grain business and do no storage whatsoever.—Bennett, Myzell & Tyner, Robert Mizell.

## Watch This Column

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The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f.o.b. Chicago.

**Grain Dealers Journal**  
309 S. La Salle St., Chicago, Ill.



MARKHAM, ONT.—Reesor's Marmills, Ltd., are building a new feed plant to cost 100,000. The capacity will be 100 tons daily of mixed stock and poultry feed and the grain storage capacity will be 50,000 bus.

SHEFFIELD, ILL.—Folk Bros., Bradford, have purchased the feed mill of L. G. Cooper under the plan of the company to operate a chain of feed establishments. Plants now are in operation at Bradford, Henry and Manilus. Glen Turner, Bradford, has been made manager of the local establishment.

LAWTON, MICH.—Eighty carloads of feed ingredients owned by the Zinn Co. of Battle Creek and stored in an old warehouse of the Michigan Central were destroyed in a fire that razed the warehouse here August 14. The loss is \$50,000 covered by insurance. Brody Bros. represent the Zinn Co. here.

PORTSMOUTH, N. H.—A new supply of hell feed for poultry has been tapped on the Labrador coast by the Sunrayed Lime Products Co. which has established a concentration point on the product here. The first cargo was of 5,500 tons carried by the steamship Winona and the company expects to use 10 cargoes a year.

KORNMAN (Lamar p.o.), COLO.—The Denver Alfalfa Milling & Products Co. is putting its small feed mill here in shape and installing a vat and molasses mixing equipment. The plant will be used to prepare a molasses and alfalfa meal mixed feed for 30,000 sheep which will be fed in adjacent yards by Frank Bond and E. J. Wagner.

BUFFALO, N. Y.—Gateway Milling Ass'n has been incorporated here by William S. Farrington, Frank D. Wilson, and Walter S. Mahoney with 500 shares of no par value. The company has taken over the Keno Milling Co. which does a feed milling business in a plant here. Mr. Farrington has been manager of the Keno plant and will be manager of the new organization. Mr. Wilson is a flour and feed wholesaler and Mr. Mahoney is president of the General Milling Co.

JAMESTOWN, N. Y.—Unusual interest is being shown in the annual convention of the Mutual Millers & Feed Dealers Ass'n to be held Sept. 5-6 at Conneaut Lake Park, Pa. The meeting place offers every facility for business sessions and pleasure and entertainments. The membership of the ass'n has been showing a very active spirit and a banner meeting is anticipated. J. D. Ditzler is the sec'y.

WINNIPEG, MAN.—Shortage of the present Canadian hay crop threatens a serious feed shortage in the prairie provinces. Saskatchewan and Alberta are expected to be the worst sufferers and the governments are arranging relief measures. In some sections of Alberta live stock is being disposed of. Many wild horses have been rounded up, brought to Winnipeg and slaughtered as a feed conservation move.

FIBRE in large quantities has a depressing effect upon the milk production of milk cows, according to R. Boutfour, British feed expert, who explains that the cow wastes energy in attempts to digest the indigestible matter. This waste of energy prevents full utilization of concentrate feeds. Lack of control of the total bulk of the ration is the most serious limiting factor now operating in the management of cows, the expert declares. A cow can only deal efficiently with a limited quantity of feed but will eat 30 per cent more if the opportunity presents itself.

LOS ANGELES, CAL.—The first unit, 60 by 280 feet, of a large feed manufacturing plant for the International Livestock Feed Mills is under construction here. The building will be of structural steel frame with corrugated iron walls and roof. The central portion, 60 by 80 feet, will be three stories high and will house the machinery. On two opposite sides will be one story warehouses, one for raw material and the other for the finished product. Modern machinery operated by unit electric drives will be installed and the raw materials and finished products will be handled mechanically. Plans call for the operation of the plant by October 1.

DANVILLE, IND.—Ernest Knefler, 49, widely known in the cereal and feed business and pres. of the Knefler-Bates Manufacturing Co., Indianapolis, died unexpectedly following an operation for the removal of gallstones. He started his business career in Indianapolis with the Cerealine Mills. In 1902 he formed the American Hominy Co. with Harvey Bates. He held other business interests extensively.

DENVER, COLO.—Machinery is being installed in the new \$1,500,000 feed plant of the Ralston Purina Co., which is expected to be in operation by early fall. The buildings, of reinforced concrete and brick include grain elevators, storage tanks, mill and warehouse, two large molasses tanks, power house and office building. Equipment includes machinery for handling all grains, cotton seed and linseed cake, sack material and molasses. The mill will have a capacity of 1,000 cars a month.

DENISON, TEX.—The Knauer Grain Co. has started the construction of a 35-carload capacity storage warehouse addition to its plant here. It will be of wood and steel construction, 51x101 feet. A spur will be extended to the warehouse, which will double the track loading capacity. Car pulling equipment will also be provided. In the new warehouse will be stored the many varieties of sacked feed manufactured by the Knauer Grain Co., and it will be possible with the new facilities to load out ten cars of feed in a day.

SPOKANE, WASH.—We are at the present time doing everything that we can to get re-established in our plant. However, as the destruction of this plant was complete, we are having to reconstruct the entire handling plant and revamp all of our machinery. The new building will be built back in re-enforced concrete. We hope, when it is finished, to have a very complete plant both as to our cleaning equipment and our machinery.—E. A. Boyd, Boyd-Conlee Co. (The company suffered a \$45,000 fire loss to its property early Sunday morning July 28.)

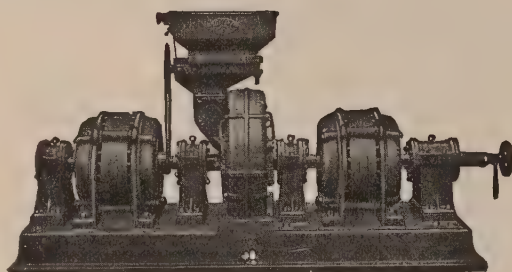
## Ever Try Driving a Powerful Car

over roads so bad that a few miles an hour was too fast for comfort? Seemed like a tremendous waste of power and time, didn't it?

Well, using a poorly constructed mill for your grinding, gives you about the same results. Loss of power and capacity because the mill cannot stand crowding. Loss of time and money due to broken grinding plates, high friction bearings and frequent shutdowns.

The Munson Ball Bearing Attrition Mill is designed and constructed to do what you expect of a mill—and to do it with less cost. One big reason is the original Undercut Rib grinding plates found on all Munsons—proven by test to stay sharp longer and grind cooler.

Why not use the coupon and get better acquainted with this real mill?



Pin to your letterhead and mail

GD-1929

Send detailed descriptive literature of the Munson Attrition Mill.

Name .....

Address .....

**Munson Mill Machinery Co., Inc.**  
Established 1825      Utica, N. Y.

Representatives: Strong, Scott Mfg. Co., Minneapolis, Minn.;  
F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland,  
Mich.; General Mill Equipment Co., Kansas City, Mo.



BUFFALO, N. Y.—Equipment for the new plant of the Producers Warehouse & Elevator Co. has been ordered. Among the things purchased are 29 bucket elevators ranging from 4½ by 3½ in. buckets to 16 by 7 in. buckets and the centers range from 70 ft to 120 ft. Thirty screw conveyors made of 6, 8, 9, 10, 12, 14 and 16 in. diameters mounted on standard pipe, complete with steel boxes and all fittings also have been ordered. The conveyor boxes are fitted with all curved slide rack and pinion gates operated with coil chain and the lengths of the conveyors range from 24 ft to 120 ft. The elevators and screw conveyors will be driven from one lot of transmission machinery which is driven thru motors fitted with silent chain drive. Webster & Weller Manufacturing Companies will furnish the machinery enumerated.

### Southern Mixed Feed Mfrs. to Meet Oct. 8.

Trade practices and regulations will be the chief business of the convention of the Southern Mixed Feed Manufacturers' Ass'n Oct. 8-10 at Memphis, Tenn. A com'tee is formulating a report on the subject and the tentative outline of the report is to be in the hands of members prior to the meeting.

An excellent attendance is expected because of the importance of the report. E. P. Mac-Nicol is sec'y.

### Mergers in the Food Industry.

In the past decade more than five hundred individual companies engaged in the manufacture and distribution of food products have been merged into larger organizations. The trend toward consolidation among food manufacturers has been steadily upward since 1920. In 1928, 139 food companies were acquired for merger purposes and with the exception of the utilities the foodstuffs group is currently making greater progress toward centralization of management together with co-ordination of

production and distribution facilities than any other industry.

Efficiency in production, improvements in distribution methods and development of broader consuming markets through co-operative advertising and active sales organization constitute the fundamental basis on which many mergers have been effected.—Clark, Dodge & Co.

### Welcome the Side Line Patron.

The sales and merchandising attitude toward customers means dollars in profits thru increased business in the feed and other side-lines of the grain dealer.

The "It's over there some place; just go and find it" attitude toward buyers does not bring success. This attitude is found around some elevator sideline rooms.

The buyer of merchandise gets courteous and efficient service in stores and the grain dealer must have the salesmanship attitude toward inquiries for feed, fertilizer, seed and other products at his place of business.

Courtesy, efficiency and salesmanship always pay well.

### Feed Mill of J. H. Prather at Palestine.

In April of 1927 J. H. Prather, owner and operator of the Prather Elevator at Palestine in the Egypt of Illinois, ventured into the feed grinding business by installing a small Jay Bee Hammer Mill in one of his feed warehouses. The venture proved so successful that he later added a 500-lb. A-A Batch Mixer so that formulas might be prepared as the farmers wanted them, and increased his line of feed ingredients. A corn cracker and grader was installed for preparation of poultry scratch feeds. Now Mr. Prather is tearing out his first Hammer Mill and replacing it with a Jay Bee No. 3 direct connected to a 50 h.p. G. E. motor.

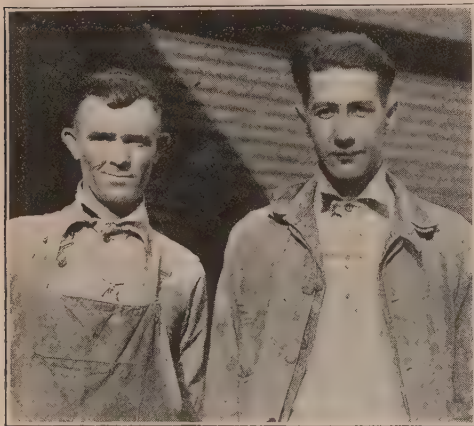
Mr. Prather's feed grinding and mixing unit is in a 36x20 ft. iron-clad frame building a couple of rods east of his elevator. This has a driveway and an ear corn crib at one side.

All the machinery is operated by individual G. E. Motors and overhead bins are provided to serve the grinder, the mixer and the corn cracker.

Palestine is in feeder territory and Mr. Prather is called upon to grind alfalfa hay as well as grains. Charges are made according to the screen used, 40 cents per hundred being charged on all grains with the fine screen, 25 cents with the medium screen and 15 cents with the coarse screen. Grinding hay into meal takes a charge of 50 cents per hundred. Mixing is 10 cents per hundred.

Fotos reproduced herewith show the feed grinding unit and Bert York and Martin Kincaid, who run the mill for Mr. Prather.

McKENZIE, TENN.—A branch has been established here by International Sugar Feed Co. of Minneapolis, Minn.



Bert York and Martin Kincaid, Palestine, Ill.



Feed Mill of J. H. Prather at Palestine, Ill.

### FEED and GRAIN SAMPLES ANALYZED by EXPERTS

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### STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients  
**EXCHANGE BUILDING MEMPHIS**

### SHIPPERS OF

## RED DURUM

Sulphured and Natural Oats  
Barley Buckwheat and other  
grains for poultry feed

### ARCHER-DANIELS-MIDLAND CO.

Grain Department  
**MINNEAPOLIS, MINN.**  
Elevator Capacity, 2,500,000 Bushels

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



**"COMBINATION" MILLS**  
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. BowsHER Co., South Bend, Ind.

## Clean, White Louisiana SALT

99.84% Pure

Free from shale, moisture, organic matter, adulterants  
Best for Your Trade.  
Will not cake or harden.  
Costs no more.  
Get samples for feed mixing.  
Splendid profits for Dealers.

**Myles Salt Co., Ltd.**  
New Orleans, La.

H. B. NAY  
Sales Representative  
360 N. Michigan Ave., CHICAGO, ILL.



# Feed Grinder

CORDELL, OKLA.—Logsdon Feed Mill has installed a hammer mill.

HOLCOMB, N. Y.—Frederick Strong has discontinued use of his feed mill.

MUNCIE, IND.—Indiana Flour & Feed Co. has installed a corn cutter and grader.

CELINA, TEX.—A dairy and poultry feed plant will be erected here by J. Smith and associates.

BATESVILLE, IND.—The plant of the Farmers Feed & Produce Co. has started operations.

WANDEROOS, WIS.—The feed mill operated by Louis Alson and owned by C. J. Jacobson burned.

LYLE, MINN.—Hartland Flour & Feed Co., St. Paul, has purchased the feed mill of Ed. Fossey here.

CHESTERLAND, O.—Fire destroyed the Walter H. Schaefer feed mill here August 16. The loss was \$20,000.

PLYMOUTH, WIS.—C. H. Lee, E. W. Bohnsack and B. J. Heinzen have incorporated the Plymouth Feed Co.

MAGAZINE, ARK.—George Swearingen has opened his new mill. He has installed a corn and peanut chopper.

BYRON, ILL.—B. L. Bonfield of Maywood has acquired the feed mill of the Byron Stock Feeding & Manufacturing Co.

BELLEVUE, MICH.—A. G. Butler has purchased the Hollenbeck mill property, repaired it and the dam and the establishment will be stocked with all necessary to make a line of feeds complete. Truck service is planned for the delivery of feed and flour.

MINNEAPOLIS, MINN.—George Neis, George Schrethe and Andrus Kidder have organized the Feed King Corporation.

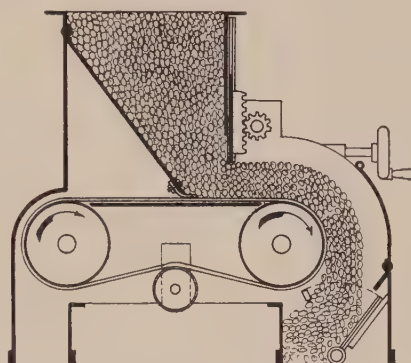
WACO, TEX.—The Texas Feed Co. has been incorporated for \$5,000 by H. L. Stover, W. C. Pettigrew and E. C. Street.

CARTHAGE, ILL.—W. E. Scott has installed a Blue Streak Hammer mill to do custom grinding. His business will be known as the Carthage Milling Co.

CHESTER, S. C.—I am equipping a feed mill which will have a capacity of 50 tons daily. I will make all kinds of dairy and chicken feed.—R. C. Guy.

OPELOUSAS, LA.—Gantt Nicholson and Julian Wolff are operating their new grinding and mixing plant. Custom grinding and mixing are included in the business.

SHEFFIELD, ILL.—Walter and Leo Folk who operate feed stores and grinding businesses at Bradford and Henry under the firm name of Folk Brothers have purchased the feed grinding plant of L. G. Cooper here. Some new machinery has been installed and a rearrangement of the plant has been effected.



Feeder for Scratch Feed Unit.

ST. LOUISVILLE, O.—A vertical feed mixer has been installed by Hamilton & Son.

HEBRON, IND.—A new corn sheller and cracker has been installed by the Hebron Feed Co.

WEWOKA, OKLA.—The Thompson Feed Co. has moved into its new brick and tile building.

## Proportional Mixing of Feed.

A complete scratch feed unit without a screw conveyor and with a signal device which warns when any bins are empty in addition to an arrangement which gives the operator a full view of the feeding machines and mixing process has been placed on the market.

From the feeders the grain is carried to the aspirator on a specially designed belt conveyor which is equipped with a speed reducer and variable speed drive making it possible to regulate the entire unit. The belt conveyor makes it possible to use the unit for the manufacture of baby chick feed and growing scratch feed as well as the regular scratch feed without any grain of large sizes being left in the conveyor when a change is made from one type of feed to another.

The aspirator removes dust and the light particles of grain as well as insuring a complete and even mixture. The outlet or air valve is controlled by the weight of the grain and therefore is automatic and non-chokable. The entire aspirator is built of metal. The feeders can be tested individually or as a group by throwing the percentage valve. The operator has visible and accurate control of the mixture at all times.

Feeders can be set to supply as low as one per cent or as high as necessary for any of the standard scratch feeds on the market.

The machine was designed by S. T. Edwards & Co. who will furnish additional information if requested.

Patents have been applied for.

## Quality Grinding At Low Ton Cost

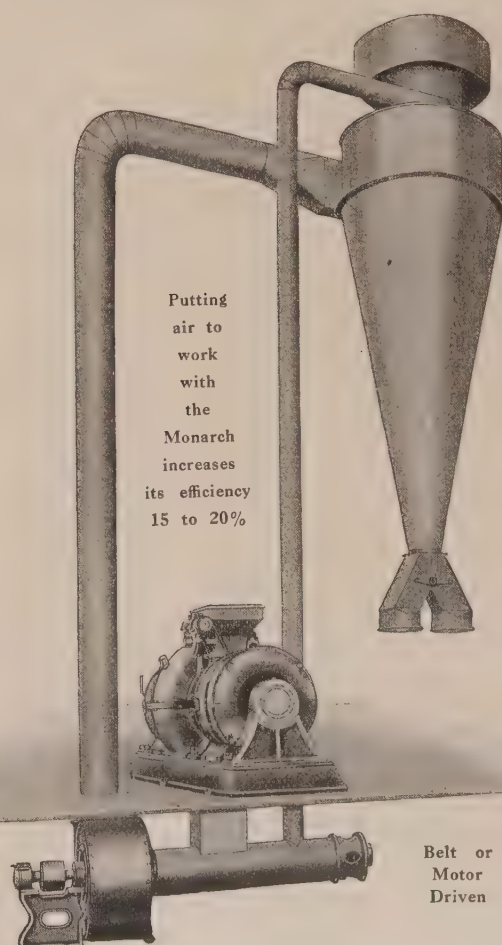
The efficiency of the feed grinder has much to do with the question of whether feed grinding is profitable or unprofitable. Power must not be consumed excessively and continuous and ever ready operation is important.

## Monarch Ball Bearing Attrition Mills with Pneumatic Products Collectors

grind corn, oats, barley, screenings, etc., with exceptionally small amount of power and have an enviable reputation for low maintenance, upkeep and long life. It is *the grinder* for Elevator, Flour and Feed Mill. Write for complete details. No obligation.

**SPROUT, WALDRON & Co.**  
1202 Sherman St., Muncy, Pa.

Chicago Office: 9 So. Clinton St.  
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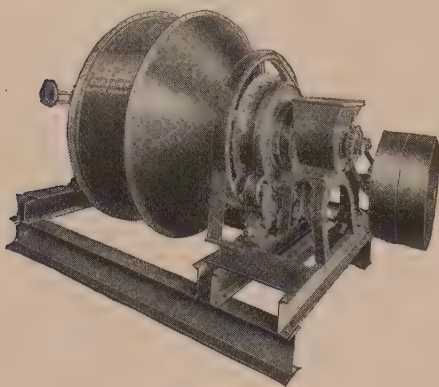




### A Superior Batch Mixer.

For the convenience of customer owners, the "Jay Bee" organization is now equipped to furnish them with a batch mixer, which is said to be thoro in mixing, with complete discharge between batches, lower operating cost, and free from trouble.

The "Jay Bee" Superior Batch Mixer is said to meet every requirement of a perfect mixer. It is guaranteed to mix any kind of dry stock perfectly, no matter how light or how heavy the different ingredients may be. A good job of mixing is said to be difficult where the mixture contains sunflower seeds, charcoal, millet seed and similar materials.



The Jay Bee Batch Mixer.

The "Jay Bee" it is said, mixes thoroly and quickly. The machine may be loaded in a minute or less, depending upon how fast the operator handles the stock. Two minutes is ample time to mix any batch and, in most instances, the operator starts unloading the machine as soon as he has completed loading it. There is no tendency to grind or pulverize the stock while the mixing is going on. Grinding and pulverizing is caused chiefly by rough handling of the stock inside of the machine.

The discharge of the "Jay Bee" is said to be perfect. This wouldn't mean much if the same kind of feed were mixed right along. But when one is mixing first a scratch feed, then a mash, and later something else, it is essential that the machine cleans itself between batches.

Low operating cost is a big feature of the "Jay Bee" Superior Batch Mixer. Five horsepower is recommended for all sizes one ton or less; while seven and a half horsepower is used for the ton and a quarter and the ton and a half sizes. Capacities on the "Jay Bee" are based on stock weighing 25 lbs. to the cubic foot, which is very light and seldom met with under actual mixing conditions.

Its heavy steel base holds the Superior Batch Mixer absolutely rigid provided the foundation is level. The trunnion rolls which support the mixer at either end are held in adjustable cradles to compensate for any wear that may occur. Every part of the machine is made of steel and with a large factor of safety.

### Corn Products Plant for Korea.

Kafir will produce all products now obtained from corn, the Corn Products Refining Co. has found in experiments at the Kansas City, Mo., plant. The tests were made to determine the food value of kafir products as compared with corn products, the information to be used in countries that concentrate on raising kafir.

About 70 per cent as much oil is recovered from kafir as from corn and other products obtained are starch, glucose, salad dressing, gluten dairy food and products for feed mixing.

The development will be important in Asiatic countries where kaoliang, which is similar to kafir except in color, is the chief grain crop. The Corn Products Co. will build a plant in Korea to manufacture kafir products.

### Adding Minerals to Feed.

Haphazard addition of minerals to swine feed is condemned as wasteful by J. H. Bux, state veterinarian, college of agriculture, University of Arkansas.

The value of a mineral, he points out, depends solely upon whether farm feeds are deficient in this particular element. He holds that supernormal nutrition will result generally from ill-considered additions of mineral compounds to swine rations and believes conditions of gain and health in the stock must be watched as a key to needs.

Free offering of salt to hogs is justified on the lack of sodium and possibly chlorine in grains, a lack of a sufficiently great amount in by-products usually fed with corn and the value of salt as a condiment to stimulate the appetite. He warns, however, that salt dissolved in fluid in the form of brine is poisonous to swine.

### Adulterations and Misbrandings.

Pecos Valley Alfalfa Mill Co., Hagerman, N. Mex., was charged with shipment of 4 sacks of alfalfa meal and seized at Buffalo, N. Y., under a charge that it was misbranded in protein and fibre claims. No claimant appeared and the U. S. Court ordered the marshal to destroy the feed.

Continental Oil-Cotton Co., Colorado, Tex., appeared as claimant for 400 sacks of cottonseed cake seized at Minatare, Neb., on a charge that the article was misbranded in that the label of 43% protein was false. The article was released under bond to relabel showing a protein content of 40%.

Ashcraft-Wilkinson Co., Atlanta, Ga., appeared as claimant for 400 sacks of cottonseed meal which had been seized at Barnesville, Md., upon a charge of misbranding. Claims of 36% protein on the label were false, the government charged. The product was released under bond conditioned upon relabeling before sale.

A. W. Scott Co., San Francisco, Cal., was charged with shipment of 400 sacks of poultry greens seized at Tampa, Fla., under a charge of misbranding in that the label, "Crude Protein not less than 20 per cent. Crude fiber not more than 18 per cent" was false. Jackson Grain Co., Tampa, Fla., appeared as claimant and the article was released under bond to correct protein and fiber content statement on label before sale.

California Hawaiian Milling Co., San Francisco, Cal., appeared as claimant for two lots of 140 and 1,000 sacks of alfalfa meal which has been seized at Brooklyn, N. Y., under a charge of misbranding. Misbranding was charged in an allegation that one part of the article was deficient in claimed protein and the other that the article contained more fiber than stated on the label. The feed was released under bond conditioned upon relabeling before sale.

Pecos Valley Alfalfa Mill Co., Hagerman, N. Mex., was charged with shipment from Dexter, N. Mex., of 400 sacks of alfalfa meal seized at San Antonio, Tex., on a charge that the label of 100 lbs. (net) was false and that the article was misbranded. The Maracheau Grain Co., San Antonio, Tex., and the Pecos Valley Alfalfa Mill Co. appeared as claimants and the article was released under bond requiring that the sacks be filled to their labeled content before sale.

## CHICK - FEEDS

Starting and Growing Mashers  
Emery Thierwechter Co.  
Oak Harbor, Ohio

## HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
GROUND FEEDS

Straight Cars Mixed Cars  
Operating HIAWATHA MILL

## FAIRMONT'S

## Pure Flake Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA

## What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain Dealers Journal, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Gluten, feed, meal
Alfalfa meal	Hammer mills
Blood, dried	Iodine
Bone meal	Iron oxide
Buttermilk, dried, semi-solid	Linseed meal, cake
Calcium, carbonate, phosphate	Meat meal, scrap
Cocunut oil meal,	Minerals
Cod liver oil	Mineral mixtures
Charcoal	Molasses,
Commercial feeds	Oyster shell, crushed
Cottonseed meal, cake	Peanut meal,
Feed mixers	Phosphates, rock
Feed concentrates	Potassium, chlorid
Feeders for mills	iodide
Fish meal	Salt
Formulas	Screenings
	Skim milk, dried
	Soybean, meal
	Tankage
	Yeast for feeding

Information Bureau

GRAIN DEALERS JOURNAL  
309 S. La Salle St. Chicago, Ill.

## Feed System Engineers—Plant Designs Special Feedmill Machinery—Feed Formulas

DRIED BUTTERMILK AND SKIMMED MILK  
Packed 100-lb. Paper-Lined Bags

## S. T. EDWARDS & CO.

INCORPORATED

110 N. Franklin St.

CHICAGO





## MOTHER NATURE PROVIDES

some means of defense for each of  
her children's vulnerable parts;  
some means that guards their life.

IN this space, for the next few months, we will try to show you some of the more interesting means of protection that Mother Nature provides for some of her more interesting children.

*And try to point out, in a comparative manner, how you, too, should provide some means of defense for your products against the falls, knocks, and rough handling to which they are daily subjected in shipping and storing.*

*"Coverings that Protect"*

Burlap  
Cotton  
Printed  
Unprinted

**MENTE & CO., INC.**  
**ITRHEA**  
**PRESIDENT**  
**BAGS**

New and  
Second-  
hand  
Also Twine

**NEW ORLEANS, LA.**

SAVANNAH, GA.

BOSTON, MASS.

DALLAS, TEX.

*(We will buy your secondhand bags)*



## Value from Feed; How to Get It.

BY R. O. JOHNSON

It is a well-known fact that the average person when considering the nutritive value of a feed, whether he be a feed manufacturer, dairy man or livestock raiser, figures his rations solely from a protein, carbohydrate and fat standpoint—while the nutrition specialists and the experts of the various experimental stations say: "In order to obtain the maximum value from the various feed ingredients the ration must be balanced with the essential mineral requirements."

Minerals fill an important place in the diet of all birds and animals besides acting as building materials for the bone and body structure. They aid in the digestion, absorption, distribution and excretion processes. They actually maintain life as without certain mineral elements the heart would cease to function.

It is an interesting fact that birds and animals can stand starvation with regard to the organic nutriment (protein, carbohydrates and fats) which are commonly considered the most important, longer than they can stand mineral starvation and without an adequate mineral supplement in the ration birds or animals fail to make available by their digestive processes the maximum amount of nutriment from the feed consumed. Thru the addition of minerals increased digestibility is secured and greater efficiency results. They not only make a more satisfactory growth and better production, but a great saving in feed costs are realized.

Numerous tests and feeding experiments have proven conclusively that by supplementing the same ration with the right kind of a mineral mixture it is possible to make the same growth and gains in a much shorter period of time with from 15 to 30 per cent less feed. A summing up of all experiments of agricultural departments and private institutions is: That the proper kind of mineral mixture is beneficial to all birds and live stock and profitable to the owner.

In the feeding of poultry and livestock it is necessary to feed: first for the formation of strong large frames that are, in the case of meat birds and animals, able to carry an abundance of meat and fat, and for breeding stock, laying birds and dairy cattle a constitution capable of maintaining capacity production. The results obtained during the growing period will to a large extent determine future profits and is dependent upon the *kind* and *quality* of food consumed.

It is not only necessary that a ration be properly balanced in *quantity* of protein, carbohydrates, fats, fiber and minerals but the *kind* and *quality* are of the utmost importance. There are many different kinds of Protein, Carbohydrate and mineral element carrier available on the market. Some are good; others are not.

The Protein content of a feed to produce the best and most economical results must be a combination from vegetable and animal sources; the Carbohydrates from an assortment of vegetable sources; and the minerals a mixture of organic and inorganic elements.

The source of animal protein is from packing house byproducts and milk, vegetable proteins and carbohydrates from corn, barley, wheat, oats, soy beans, oil meal, cotton seed, alfalfa, etc.; the greater the variety of ingredients properly balanced the more palatable the food, and palatability is essential.

All these products are shy in quantity of certain mineral elements required for bone and tissue development and to produce the chemical reaction in the body which constitutes the physical basis of life. Even in the days of virgin soil the instinct of wild animals sent them long distances seeking certain essential elements to balance their daily ration as was evidenced by "Deer Licks" widely scattered thru-out the country.

An analysis of "Deer Lick" soil made by the chemistry division of the Washington Agricultural Experiment Station disclosed the presence of iodine, aluminum, magnesium, potassium,

salt, iron, phosphorus, sodium bicarbonate, sulphur and calcium or most of the essential ingredients of mineral nutrition.

In this day of concentrated production and fences our poultry and animals do not have the opportunity to seek out their ration deficiency in nature. Therefore the good husbandman will make the necessary provision by feeding a ration supplemented with a good mineral mixture.

## WESTERN UNION

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GRAIN DEALERS JOURNAL  
CHICAGO, ILL

PLEASE DENY ALL RUMORS  
THAT ARCADY HAS  
CONSOLIDATED WITH U S  
STEEL CO., SEARS ROEBUCK,  
GENERAL MOTORS STOP WE  
WILL CONTINUE MAKING  
ARCADY WONDER FEEDS AT  
THE SAME OLD STAND STOP  
ALSO WE ARE NOT TRYING TO  
CORNER ALL RAW MATERIAL  
MARKETS STOP BEST WISHES

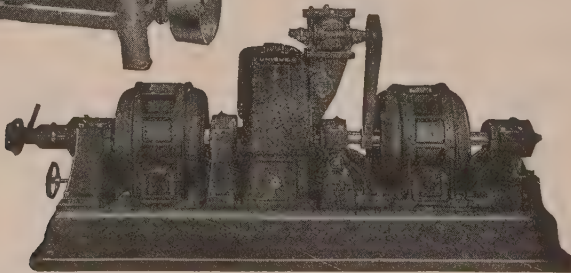
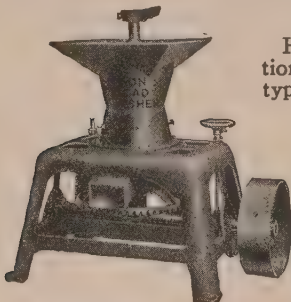
ARCADY FARMS MILLING CO

OF COURSE YOU HANDLE FEEDSTUFFS!  
BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

## FEED GRINDERS

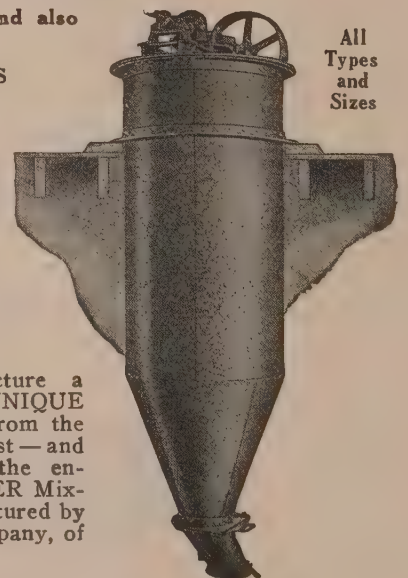
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



## FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.

All  
Types  
and  
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.  
CHICAGO OFFICE—222 W. ADAMS ST.



who's  
next?



THE courts have repeatedly held the seller accountable for damage resulting from tramp iron in food stuff and feed.

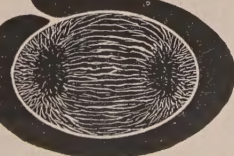
Why not remove this menace from your own plant with a Dings magnetic separator? It will cost you less than the death of a single prize animal from a nail in your feed.

Dings magnetic separators completely remove the tramp iron menace. Let us send you details.

**DINGS MAGNETIC SEPARATOR CO.**  
700 Smith Street Milwaukee, Wis.

Established in 1899

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*High Intensity*  
**MAGNETIC  
SEPARATION**



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San Francisco  
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2208 First Avenue, S.

Branch offices in other  
principal cities.



**Peanut Meal a Good Feed.**

Peanut meal as a protein content in mixed feeds deserves the study of feed mixers.

Amino acids, those chemical compounds into which a protein is broken down in digestion, are found in all varieties necessary for growth in the principal protein in peanut meal. Other experiments have shown the protein to be an efficient supplement to the cereal grains.

Meal from hulled peanuts contains from 38 per cent to 50 per cent protein. A growing ration for the feeding of hogs that has been tested is: one part by weight of peanut meal (38 per cent protein) to three parts by weights of corn meal or corn. This ration is more effective when supplemented by pasturage. In those sections of the country where corn or forage are deficient in mineral substances because of a like deficiency in the soil, three pounds of the following chemical mixture should be added for the best results: 10 pounds of 16 per cent acid phosphate; 10 pounds wood ashes and 1 pound salt.

Peanut meal has been used successfully in laying mashers in the feeding of poultry. Rations of peanut meal, meat scraps, corn meal, wheat bran, middlings and bone meal have been worked out, using the various combinations according to convenience.

The meal is a good, palatable feed for all classes of live stock and poultry. Various advantageous mixtures with the products of the various farm belts have been used successfully.

Co-operative marketing of grain in Argentina is the subject matter of "Elevadores de Granos y Co-operation; el Estado y la Co-operation frente al Problema de los Graneros y del Comercio de Cereales," a volume by Dr. Samson Leiserson, Buenos Aires, just published. The author has drawn heavily upon publications issued in the United States upon this subject. The volume offers a proposed draft of a proposed co-op law for Argentina.

**Soy Bean Trade Spreads to Ohio**

Van Wert County, Ohio, is much enthused over the recent offer of the American Milling Co. to use up to 40,000 acres of soy beans, at the stipulated price of \$1.35 a bushel, f. o. b. Columbus, O.

The active community organization of the city of Van Wert, and farmers of the county, knowing that another plant is to be "located" somewhere in their section of the state, hope to make a particular effort to warrant the placing of same at Van Wert.

The American Milling Co. makes an oil for cooking, a meal for livestock feed, and an oil for paints from the soy beans.

Illinois grain dealers and farmers have been shipping soy beans to the American Milling Co. to Funk Bros. and to A. E. Staley Mfg. Co. for several years.

The industry is growing, but has expanded faster than even the most optimistic have dared to hope. Within the past few years plants for processing soy beans have sprung up in many sections of the country.



**Jacobson GRINDERS**

**JUST 30 SECONDS TO CHANGE SCREENS!**

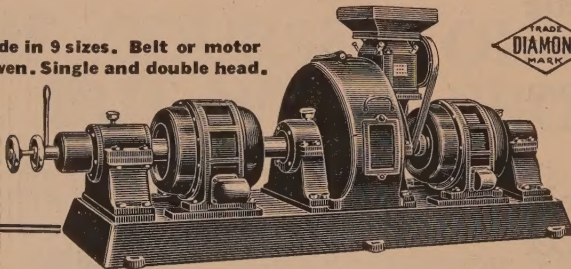
The accessibility of all working parts and the fact that its screens can be changed in but half a minute are two reasons why the JACOBSON "UNIVERSAL" FEED GRINDER has been in constant demand.

It has a capacity of 1 to 5 tons hourly—handles practically any materials—and is sold with a guarantee that it will "make good." The "Universal" comes in three sizes—30, 50, and 75 h. p.—in belt or motor driven models. For full information, installation data and prices write

**A. E. JACOBSON MACHINE WORKS, INC.,**  
1088 Tenth Ave., S. E.  
MINNEAPOLIS, MINN.

*Grinding Pays in Many Ways*

Made in 9 sizes. Belt or motor driven. Single and double head.

**Diamond Mill Owners Make Money**

"We have been well pleased with our mill and have had no expense except renewing plates for nearly three years. Our net profits for the past year was better than \$2,000.00 and our power cost about 28 per cent, and should be better the coming year."

Signed, Farmers Elevator Company, Humboldt, South, Dakota

**Diamond Huller Co., Winona, Minn.**

**Coal Sales Book**

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

**Grain Dealers Journal**

309 So. La Salle St., Chicago, Ill.

# The HAINES feed MIXER

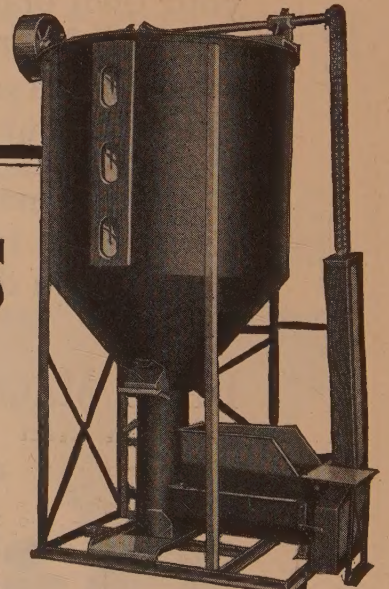
THE MIX IS ALWAYS VISIBLE

A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No mill-wright labor required. Easily set up or moved.

Manufactured in two sizes:

No. 1 Mixer capacity 50 cubic feet or 40 bushels. No. 3 Mixer capacity 100 cubic feet or 80 bushels. Either size furnished with pulley for belt drive or with electric motor and reduction gears for independent operation.

WE WANT LIVE SALES REPRESENTATION IN OUR OPEN TERRITORIES

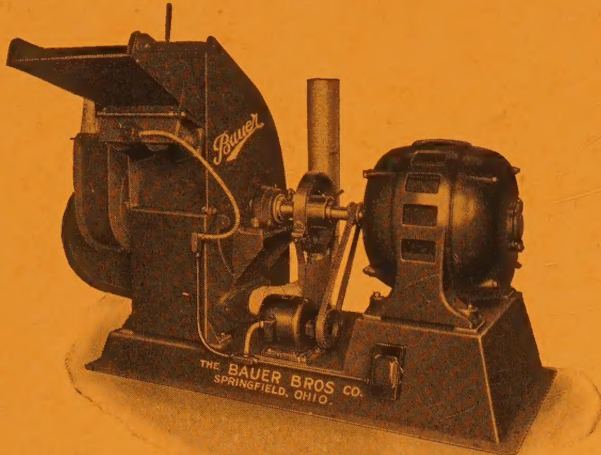


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MARION-OHIO



**"BAUER HAMMER MILLS"**  
ALL STEEL WELDED SEAMS



Magnetic Separator and Brake Built In, Dustless Cyclone-Collector, Double Bagger, Screens, Screen Extractor, etc. Complete in every detail.

**MOTOR, BELT or TEX-ROPE DRIVE**

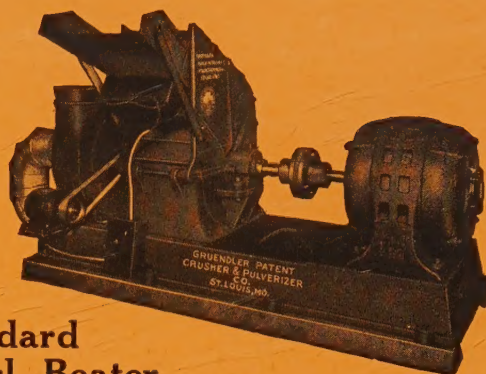
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**THE BAUER BROS. CO.**

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New  
Standard  
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Custom Hammer Mill

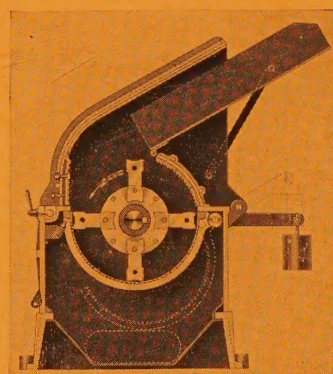
with built-in spout magnet and enclosed type generator, new patented quick-change screen arrangement and new saw toothed double ended hammers. A full fledged hammer mill with over 45 years of successful performance. Needs no introduction and has never failed to get the business for Gruendler users over that of any other known principle of grinding in custom mills, elevators and commercial feed mills throughout America and known as

**GRUENDLER**

**America's Leading Hammer Mill**

*A Mill Without a Competitor*

Do not be influenced by comparisons with old style Gruendler Mills, of which there are many thousands still in successful operation, as against present day methods and modern improvements that are the outstanding features of "GRUENDLER PROGRESS" today.



Gruendler Correct Principle

As pioneers of the Swing Hammer principle and as manufacturers of over 70 different types and sizes for various industries, the Gruendler is still at the top as the most profitable Grinder that money can buy regardless of cost.

**"CASCADE"**  
4-in-1  
FEED  
MIXER

Loader  
Mixer  
Sacker  
Packer

Motor Driven  
and  
Belt Driven



**NO MILLWRIGHT REQUIRED**

Shipped ready to run. Bolt to floor and put on the belt, that's all. Saves much power as it is equipped with Timken bearings. Power cost for 1000 lb. batch less than 3c; for 2000 lb. batch it is 4c. Fast loading, fast mixing and fast bagging = profit.

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INVINCIBLE GRAIN CLEANER CO.  
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**GUARANTEE**

Gruendler Standard Whirl Beater custom Grinder guaranteed to give the greatest capacity and the most uniform fineness power for power over that of any known principle and will install anywhere on thirty days' trial a'ong side of any mill you are now operating and no strings attached.

All sorts of claims are being made by Hammer Mills recently placed on the market, but anyone wishing to install mills for comparative tests, which are usually expensive to operator, will find Gruendler ready to meet the requirements.

Write for further particulars and let us explain fully in order that you may compare with your present equipment.

**GRUENDLER CRUSHER & PULVERIZER CO.**  
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*A Gruendler hammer mill for every grinding need in elevator, custom feed mills or commercial feed plants.*



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**D**EMONSTRATE your far-sightedness. Make sure that the new equipment you buy employs Hyatt Roller Bearings.

The manufacturer who combats friction with Hyatts knows his bearings. This care in bearing selection suggests that the design and construction of the machine as a whole has had competent thought for your protection.

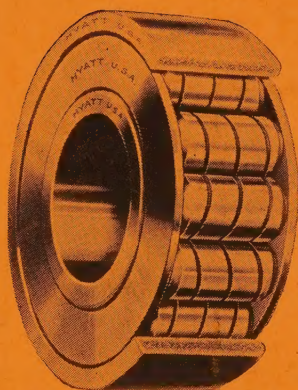
With Hyatt Roller Bearings at all friction points — in your elevator transmission and general mechanical equipment—you eliminate fire hazard, you save lubricant and the time necessary to apply it.

And more, Hyatt Roller Bearings, through their true rolling motion and sturdiness, conserve power and add years to the life of machinery.

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